

**FOR OFFICIAL USE ONLY**  
NAVAL CRIMINAL INVESTIGATIVE SERVICES  
RECORDS MANAGEMENT DIVISION  
**LAW ENFORCEMENT RECORDS**

Package ID #: 0022265-001407

**Name:** NAVAL SUPPLY SYSTEMS COMMAND (NAVSUP) FAR EAST,  
YOKOSUK  
**AKA:**

**Social Security Number:****Context:** Impersonal Title**Date of Birth:****State of Birth:****Country of Birth:** US - United States of America**Case Number:** 16MAR12FEYK01604CCR**Dossier:****DCII INDEX CODE:**  
K = 50 years**RECORD SERIES #:**  
5580/4a(1)(b)**Date Closed:**  
03/19/2012**RECORD SERIES (FILE PLAN)**

ty Svcs - Law Enforcement - NCIS Criminal Investigative - Controlled Death, Sex Investigations, &amp; Case Files (Created on or after 1 January 1988)

**Criminal Investigative Reports****Comments:**

☐ No **Polygraph Examination Conducted**  
☐ **Finger Prints Submitted to Code 23C2**

☐ No **Sexual Offender Registry Completed**  
☐ No **Final Disposition Report to FBI**

**CIS -** \_\_\_\_\_ / \_\_\_\_\_  
☐ Closed Status ☐ Dup Title ☐ Dup CCN

Disclosure/Accountability Statement: If this investigation is disseminated outside NCIS, complete NCIS Form 009/10-80, and ensure it is retained in the case file.



RUR0011GTX

**1 2 / 5 9 4 1**

(b)(6), (b)(7)(C) \_\_\_\_\_ certify that this document has been reviewed and is complete.  
Typed Name of SSA  
21 MAR 12 \_\_\_\_\_  
DATE SIGNATURE

Unclassified when separated from attachment unless otherwise indicated.

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Privacy Sensitive - Any misuse or unauthorized disclosure may result in both civil or criminal penalties

# U.S. NAVAL CRIMINAL INVESTIGATIVE SERVICE

REPORT OF INVESTIGATION (INFO)

19MAR12

CONFLICT OF INTEREST (II)

CONTROL: 16MAR12-FEYK-0160-4CCR

I/NAVAL SUPPLY SYSTEMS COMMAND (NAVSUP) FAR EAST, YOKOSUKA,  
JAPAN/SUSPECTED CONFLICT OF INTEREST BY GLENN DEFENSE MARINE ASIA  
EMPLOYEE

MADE AT/FEYK/YOKOSUKA JAPAN [REDACTED] SPECIAL AGENT

## REFERENCES

(A) [REDACTED]

(B) [REDACTED]

## EXHIBITS

- (1) Background Documents Packet/Various Dates... (Copy All)
- (2) Pre-Award Documents Packet/Various Dates... (Copy All)
- (3) Post-Award Documents Packet/Various Dates... (Copy All)

## NARRATIVE

1. On 06Mar12, Reporting Agent (RA) met with [REDACTED] as part of the Tier II Integrated Fraud Special Agent outreach outlined in Reference (A). During the meeting, [REDACTED] provided RA with information pertaining to a suspected violation of 18 USC 207 (1) (B), (C): allegedly committed by [REDACTED] Glenn Defense Marine Asia (GDMA). [REDACTED]

2. Contained within the "Background" packet provided by [REDACTED] was GDMA's 2011 bid protest, which contained [REDACTED] Declaration. [REDACTED] stated he worked for the US Government in contracts for several years including as the [REDACTED]. [REDACTED] Per the same declaration, [REDACTED] stated his position at NRCC Singapore, [REDACTED]. [REDACTED] "Also included with the packet of information is a spreadsheet documenting current contracts, the contractor, the contract number and the contract term. Highlighted on the spreadsheet is entry number seven for Brunei, Indonesia, Malaysia, and East Timor. This particular contract was awarded to GDMA, contract number N40345-10-D-0001 and the contract term was from 01Nov03-31Oct09. The time frame this contract was in its competition phase coincided with [REDACTED] tenure at NRCC as detailed in the pre-award documents below. The packet also contains the extract

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PAGE 1

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SUBJ: I/NAVAL SUPPLY SYSTEMS COMMAND (NAVSUP) FAR EAST/YOKOSUKA, JAP

## U.S. NAVAL CRIMINAL INVESTIGATIVE SERVICE

from 18 USC 207, as well as the protective order for the bid protest declaration. Exhibit (1) pertains.

3. (b)(6), (b)(7)(C) also provided RA with four pre-award documents in a packet. The packet includes the Navy Comptroller Form (NAVCOMPT) 2276, Requisition Number N68047-03-RC-SG020 indicating the Accepting official was (b)(6), (b)(7)(C). The Business Strategy Plan N68047-03-RC-SG020, included (b)(6), (b)(7)(C) signature as "Level Above Contracting Officer" on the second page of the Business Strategy Plan and in Attachment III of the Business Strategy Plan. Attachment IV of the Business Strategy Plan includes Glen Logistics and its point of contact, (b)(7)(A). (b)(7)(A) The results of the requirements review board are acknowledged by (b)(6), (b)(7)(C). In the Pre-solicitation clearance for Requisition number N68047-03-RC-SG020, (b)(6), (b)(7)(C) signature appears on the pre-solicitation strategy to Contract Review Board. In the Pre-award business clearance Request for Proposal N68047-04-D-0001, (b)(6), (b)(7)(C) name appears as the (b)(6), (b)(7)(C) (b)(6), (b)(7)(C) for one base year and four option years. Exhibit (2) pertains.

4. Exhibit (3) contains the post award documents as provided by (b)(6), (b)(7)(C). Included is the Cover sheet of the awarded contract, post award email between (b)(6), (b)(7)(C) (who is now a GDMA employee) to Navy contracting officials concerning Requisition number N68047-04-D-0001. (b)(6), (b)(7)(C) pointed out specifically that contract modification P00012, was signed by (b)(6), (b)(7)(C) on behalf of GDMA for a change to the contract.

5. Records checks for (b)(6), (b)(7)(C) were completed and confirmed that he was an active duty USN officer at the time of his retirement and that his mailing addresses coincided with known military addresses in Singapore from 2001-2010.

6. RA discussed the above mentioned suspected violations with (b)(6), (b)(7)(C) (b)(7)(A)

### ACTION

R.SNSN: Report Disposition of the Information Provided.

### DISTRIBUTION

NCISHQ: 023A

ACTION: SNSN

INFO: FEYK/SNSN Attn: SA (b)(6), (b)(7)(C) (M)

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PAGE 2 LAST (b)(6), (b)(7)(C) V2 LNY

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## 1. Background

- 18 U.S.C. 207 extract

- Declaration, Mr. (b)(6), (b)(7)(C)

- Spreadsheet showing husbanding contracts in WESTPAC over the last several years

- Covered by protective order issued by Court of Federal Claims. Access limited to DOJ + personnel of the procuring agency (along w. the court).



From the U.S. Code Online via GPO Access  
[wais.access.gpo.gov]  
[Laws in effect as of January 7, 2003]  
[Document not affected by Public Laws enacted between  
January 7, 2003 and February 12, 2003]  
[CITE: 18USC207]

18 USC 207  
Extract

## TITLE 18--CRIMES AND CRIMINAL PROCEDURE

## PART I--CRIMES

## CHAPTER 11--BRIBERY, GRAFT, AND CONFLICTS OF INTEREST

Sec. 207. Restrictions on former officers, employees, and  
elected officials of the executive and legislative branches

(a) Restrictions on All Officers and Employees of the Executive  
Branch and Certain Other Agencies.--

(1) Permanent restrictions on representation on particular  
matters.--Any person who is an officer or employee (including any  
special Government employee) of the executive branch of the United  
States (including any independent agency of the United States), or  
of the District of Columbia, and who, after the termination of his  
or her service or employment with the United States or the District  
of Columbia, knowingly makes, with the intent to influence, any  
communication to or appearance before any officer or employee of any  
department, agency, court, or court-martial of the United States or  
the District of Columbia, on behalf of any other person (except the  
United States or the District of Columbia) in connection with a  
particular matter--

(A) in which the United States or the District of Columbia  
is a party or has a direct and substantial interest,

(B) in which the person participated personally and  
substantially as such officer or employee, and

(C) which involved a specific party or specific parties at  
the time of such participation,

shall be punished as provided in section 216 of this title.

(2) Two-year restrictions concerning particular matters under  
official responsibility.--Any person subject to the restrictions  
contained in paragraph (1) who, within 2 years after the termination  
of his or her service or employment with the United States or the  
District of Columbia, knowingly makes, with the intent to influence,  
any communication to or appearance before any officer or employee of  
any department, agency, court, or court-martial of the United States  
or the District of Columbia, on behalf of any other person (except  
the United States or the District of Columbia), in connection with a  
particular matter--

(A) in which the United States or the District of Columbia  
is a party or has a direct and substantial interest,

(B) which such person knows or reasonably should know was  
actually pending under his or her official responsibility as  
such officer or employee within a period of 1 year before the  
termination of his or her service or employment with the United  
States or the District of Columbia, and

(C) which involved a specific party or specific parties at  
the time it was so pending,

shall be punished as provided in section 216 of this title.

(b)(3)



C1

**PROTECTED INFORMATION TO BE DISCLOSED ONLY IN ACCORDANCE  
WITH THE U.S. COURT OF FEDERAL CLAIMS PROTECTIVE ORDER**



(b)(3)



C2

**PROTECTED INFORMATION TO BE DISCLOSED ONLY IN ACCORDANCE  
WITH THE U.S. COURT OF FEDERAL CLAIMS PROTECTIVE ORDER**

(b)(3)



C3

**PROTECTED INFORMATION TO BE DISCLOSED ONLY IN ACCORDANCE  
WITH THE U.S. COURT OF FEDERAL CLAIMS PROTECTIVE ORDER**



(b)(3)



II

(b)(3)





(b)(3)



(b)(3)





(b)(3)



(b)(3)



(b)(3)





(b)(3)



(b)(3)



(b)(3)





(b)(3)



# Current Contracts

Number	Geographic Area	Contractor	Contract Number	Contract Term	Geographic Area	Contractor	Contract Number	Contract Term
1	THAILAND	GLENN DEFENSE MARINE (ASIA) PTE LTD	N40345-06-D-0001	1 Mar 2006 - 28 Feb 2011	THAILAND	CHIN OUNSAITHIPORN	(b)(7)(A)	
2	PHILIPPINES	GLENN DEFENSE MARINE (ASIA) PTE LTD	N40345-08-D-0004	1 Mar 2008 - 31 Aug 2010	PHILIPPINES	GLENN DEFENSE MARINE (ASIA) PTE LTD		1 Jan 2007 - 29 Feb 2008
					PHILIPPINES	GLOBAL SHIP MANAGEMENT		1 Jul 2003 - 30 Jun 2004
					PHILIPPINES	GLOBAL SHIP MANAGEMENT		3 Jan 2000 - 2 Jan 2002
					SUBIC BAY	GLOBAL SHIP MANAGEMENT		12 Jan 2001 - 11 Jan 2003
3	VIETNAM/CAMBODIA	GLENN DEFENSE MARINE (ASIA) PTE LTD	N40345-09-D-0001	9 Dec 2008 - 30 Nov 2010	CAMBODIA / VIETNAM	HOLYMAN SHIPPING SERVICES PTY LTD		11 Oct 2008 - 21 Oct 2008
					CAMBODIA / VIETNAM SAIGON	HOLYMAN SHIPPING SERVICES PTY LTD		2 Feb 2007 - 31 Jul 2008
						HOLYMAN MILITARY AGENCIES SERVICES		
4	PACIFIC ISLANDS (Marshall Islands, New Caledonia, Papua New Guinea, Solomon Islands, Tonga, Tuvalu, Vanuatu, Palau)	GLENN DEFENSE MARINE (ASIA) PTE LTD	N40345-09-D-0002	16 Dec 2008 - 30 Nov 2010	PAPUA NEW GUINEA	GLENN DEFENSE MARINE (ASIA) PTE LTD		20 May 2007 - 31 Aug 2008
					TONGA	GLENN DEFENSE MARINE (ASIA) PTE LTD		8 Jun 2007 - 7 Jun 2008
					NEW CALEDONIA	GLENN DEFENSE MARINE (ASIA) PTE LTD		22 June 2007 - 31 Aug 2008
					APIA	UBS PROVEDORES PTY LTD		1 Dec 2004 - 30 Jun 2005
					VANUATU	GLENN DEFENSE MARINE (ASIA) PTE LTD		1 Jul 2007 - 31 Dec 2007
					MAJUNO	AMBYTH SHIPPING AND TRADING INC.		15 Aug 2005 - 14 Sep 2005
					SOLOMON ISLANDS	HOLYMAN SHIPPING SERVICES PTY LTD		1 Jul 2007 - 30 Jun 2008
					VANUATU	GLENN DEFENSE MARINE (ASIA) PTE LTD		12 Oct 2006 - 11 Jan 2007
					VANUATU	GLENN DEFENSE MARINE (ASIA) PTE LTD		9 May 2006 - 8 Nov 2006
					FIJI	GLENN DEFENSE MARINE (ASIA) PTE LTD		9 Sep 2006 - 8 Mar 2008
					POHNPEI	UBS PROVEDORES PTY LTD		15 Aug 2005 - 14 Sep 2005
					PAGO PAGO	GLENN DEFENSE MARINE (ASIA) PTE LTD		15 Sep 2006 - 14 Oct 2006
					TONGA	GLENN DEFENSE MARINE (ASIA) PTE LTD		9 May 2006 - 8 Mar 2007
					TONGA	UBS PROVEDORES PTY LTD		1 Jul 2004 - 31 Jan 2005
					TAHITI	UBS PROVEDORES PTY LTD		1 Jul 2005 - 31 Aug 2005
					NEW CALEDONIA	AGENCE MARITIME DU ROND POINT DU PACIFIQUE		
					SAIPAN / PALAU	AMBYTH SHIPPING MICRONESIA		
					PAGO PAGO	HARBOR MARITIME & STEVEDORING		1 Jul 2002 - 4 Jan 2006
					FIJI	CARPENTER SHIPPING		
					NEW CALEDONIA	AGENCE MARITIME DU ROND POINT DU PACIFIQUE		15 Feb 2000 - 14 Feb 2003
					TARAWA	USS-UBS INTERNATIONAL		17 Nov 2003 - 16 Jan 2004

4



	SOUTH ASIA (India, Mauritius, Bangladesh, Maldives, Sri Lanka)	GLENN DEFENSE MARINE (ASIA) PTE LTD	N40345-09-D-0003	1 Dec 2009 - 30 Nov 2010	GOA	MULTINATIONAL LOGISTIC SERVICES LTD	14 Oct 2008 - 29 Oct 2008
5					GOA	GLENN DEFENSE MARINE (ASIA) PTE LTD	1 Oct 2006 - 30 Jun 2007
					MALDIVES / BANGLADESH	GLENN DEFENSE MARINE (ASIA) PTE LTD	9 Nov 2007 - 8 Nov 2008
					INDIA	GLENN DEFENSE MARINE (ASIA) PTE LTD	16 Aug 2007 - 15 Feb 2008
					MAURITIUS	GLENN DEFENSE MARINE (ASIA) PTE LTD	1 Sep 2007 - 31 Aug 2008
					MAURITIUS	INCHCAPE SHIPPING SERVICES PTY LTD	22 Dec 2003 - 21 Jan 2004
					MALDIVES	UBS PROVEDORES PTY LTD	6 Feb 2008 - 5 Mar 2006
					INDIA	J.M. BAXI & CO	12 Dec 2002 - 11 Jun 2006
					INDIA	J.M. BAXI & CO	12 Dec 2001 - 11 Dec 2002
					SRI LANKA	BARWIL MERIDIAN NAVIGATION LTD	1 Sep 2002 - 31 Aug 2005
					MALDIVES	GLENN DEFENSE MARINE (ASIA) PTE LTD	20 Jun 2006 - 30 Jun 2007
					MALDIVES	Maldives Transport & Contracting Co	
					CHENNAI	GLENN DEFENSE MARINE (ASIA) PTE LTD	26 Jun 2006 - 25 Dec 2008
					COCHIN	GLENN DEFENSE MARINE (ASIA) PTE LTD	25 Aug 2008 - 24 Dec 2006
					BANGLADESH	GLENN DEFENSE MARINE (ASIA) PTE LTD	12 Jun 2008 - 11 Apr 2007
6	AUSTRALIA	HOLYMAN SHIPPING SERVICES PTY LTD	N40345-09-D-0005	1 Aug 2009 - 30 Sep 2010	BRISBANE	GLENN DEFENSE MARINE (ASIA) PTE LTD	27 Jul 2009 - 31 Jul 2009
					HMAS STIRLING	GLENN DEFENSE MARINE (ASIA) PTE LTD	28 Jul 2009 - 25 Aug 2009
					AUSTRALIA	HOLYMAN SHIPPING SERVICES PTY LTD	1 Jan 2004 - 31 Dec 2009
					AUSTRALIA	HOLYMAN SHIPPING SERVICES PTY LTD	1 Oct 2002 - 31 Dec 2003
					AUSTRALIA	UNITED SHIPPING SERVICES	1 Jan 2001 - 30 Sep 2004
					AUSTRALIA	HOLYMAN MILITARY AGENCIES SERVICES	1 Sep 2000 - 30 Sep 2004
7	BIMET (Brunei, Indonesia, Malaysia, East Timor)	GLENN DEFENSE MARINE (ASIA) PTE LTD	N40345-10-D-0001	3 Nov 2009 - 30 Sep 2010	BIMET (Brunei, Indonesia, Malaysia, East Timor)	GLENN DEFENSE MARINE (ASIA) PTE LTD	1 Nov 2003 - 31 Oct 2009
					BRUNEI	GLENN NUSA MARINE ENTERPRISE	1 Jul 2000 - 31 Oct 2003
					INDONESIA	P.T. GLENN NUSA MARINE	1 Jun 2000 - 31 Oct 2003
					MALAYSIA	GLENN MARINE ENTERPRISE	9 May 2002 - 31 Oct 2003
					KOTA KINABALU	GLENN MARINE ENTERPRISE	1 May 2002 - 31 Oct 2003
8	HONG KONG	GLENN DEFENSE MARINE (ASIA) PTE LTD	N40345-10-D-0002	1 Dec 2009 - 30 Nov 2010	HONG KONG	GLENN DEFENSE MARINE (ASIA) PTE LTD	1 May 2004 - 30 Oct 2009
9	SINGAPORE	GLENN DEFENSE MARINE (ASIA) PTE LTD	N68047-06-D-0003	1 Jan 2008 - 31 Dec 2010	SINGAPORE	GLENN DEFENSE MARINE (ASIA) PTE LTD	1 July 2003 - 30 June 2004
					SINGAPORE	GLENN LOGISTICS (SEA) PTE LTD	5 Jan 2002 - 30 Jun 2003
					SEMBAWANG	MILITARY AGENCY SERVICES PTY LTD	5 Jan 2002 - 30 Jun 2003
					SINGAPORE	HOLYMAN MILITARY AGENCIES SERVICES	
					TUAS	INCHCAPE SHIPPING SERVICES PTY LTD	5 Jan 2002 - 30 Jun 2003



								(b)(7)(A)
							PARSH MARINE SERVICE PTE LTD	1 Jun 2005 - 31 Dec 2005
10	RUSSIA	INCHAPE SHIPPING SERVICE (S) PTE LTD	N40345-08-D-0005	1 Jun 2008 - 30 Nov 2009	MAN OF WAR		GLENN DEFENSE MARINE (ASIA) PTE LTD  GLENN DEFENSE MARINE (ASIA) PTE LTD  ERMA SHIPPING CO. LTD	23 Jul 2010 - 27 Jul 2010  1 Jun 2007 - 31 May 2008

## **2. Pre-award documents**

**A. NAVCOMPT form 2276, Requisition number N68047-03-RC-SG020**

**Accepting official:** (b)(6), (b)(7)(C)

**B. Business Strategy Plan, Requisition number N68047-03-RC-SG020**

**Signature of** (b)(6), (b)(7)(C)  
(b)(6), (b)(7)(C) **on second page of Business Strategy Plan and at Attachment III of Business Strategy Plan.**

**Attachment IV, source list, includes Glen Logistics (SEA) PTE Ltd. and its point of contact Mr. Leonard Francis.**

**Results of the requirements review board were acknowledged by** (b)(6), (b)(7)(C) **(next to final page).**

**C. Pre-solicitation clearance, Requisition number N68047-03-RC-SG020**

(b)(6), (b)(7)(C)

**presented  
the pre-solicitation strategy to the CRB with  
the**

(b)(6), (b)(7)(C)

**D. Pre-award business clearance, RFP No.  
N68047-03-R-0005. Also lists the contract  
number as N68047-04-D-0001.**

(b)(6), (b)(7)(C)

(b)(6), (b)(7)(C)

(b)(6), (b)(7)(C)

**requested CRB approval, with the  
for award to Glenn  
Defense Marine (Asia) Pte. Ltd. for one base  
year and four option years.**



**2A, NAVCOMPT form 2276**

1. THIS REQUEST MUST BE ACCEPTED ON A DIRECT CITATION BASIS ONLY AND IS SUBJECT TO THE CONDITIONS LISTED ON THE REVERSE SIDE.						2. DOCUMENT NUMBER N68047-03-RC-SG020					
3. REFERENCE NUMBER		4. FUNDS EXPIRE ON		5. DMS RATING		6. PRIORITY 05		7. DATE REQUIRED		8. AMENDMENT NO.	
9. FROM: CUSTOMER SERVICES OFFICER U.S. NAVAL REGIONAL CONTRACTING CENTER PSA SEMBAWANG TERMINAL BLDG 7-4, DEPTFORD RD, SINGAPORE 759657						10. FOR DETAILS CONTACT: (b)(6), (b)(7)(C)					
11. TO: CONTRACTING OFFICER, REGIONAL CONTRACTS U.S. NAVAL REGIONAL CONTRACTING CENTER PSA SEMBAWANG TERMINAL, BLDG 7-4, DEPTFORD RD, SINGAPORE 759657						12. MAIL INVOICES TO: DISBURSING OFFICER U.S. NAVAL REGIONAL CONTRACTING CENTER PSA SEMBAWANG TERMINAL BLDG 7-4, DEPTFORD RD, SINGAPORE 759657					
13. ACCOUNTING DATA TO BE CITED ON RESULTING CONTRACTS											
A. ACRN	B. APPROPRIATION	C. SUB-HEAD	D. OBJ. CLASS	E. BU. CONTROL	F. SA	G. AAA	H. TT	P. AAA	I. COST CODE	K. AMOUNT	
ACCOUNTING DATA TO BE SPECIFIED IN EACH INDIVIDUAL DELIVERY ORDER											
14. AMOUNTS WILL NOT BE EXCEEDED IN THE OBLIGATION DOCUMENT WITHOUT PRIOR WRITTEN APPROVAL FROM THE ISSUER.								L. TOTAL THIS DOCUMENT			
								M. CUMULATIVE TOTAL			
PROCUREMENT BY CONTRACT OF THE FOLLOWING ITEMS IS REQUESTED THESE ITEMS <input type="checkbox"/> ARE <input checked="" type="checkbox"/> ARE NOT INCLUDED IN THE INTERSERVICE SUPPLY SUPPORT PROGRAM AND REQUIRED INTERSERVICE SCREENING <input type="checkbox"/> HAS <input checked="" type="checkbox"/> HAS NOT BEEN ACCOMPLISHED											
A. ACRN	B. ITEM NO.	C. FSC	D. DESCRIPTION (NAT.SOTCK., SPEC. AND/OR DRAWING NO., ETC.)			E. QUANTITY	F. UNIT	G. ESTIMATED UNIT PRICE		H. ESTIMATED AMOUNT	
			REQUEST TO CONTRACT FOR HUSBANDING SERVICES FOR U.S. NAVY VESSELS IN BRUNEI, INDONESIA AND MALAYSIA. SEE ATTACHED SCHEDULE OF VARIOUS SERVICES. PERIOD OF PERFORMANCE SHALL BE FOR 01 BASE YEAR AND 02 OPTION YEARS.  BASE YEAR, 01 NOV 2003 - 31 OCT 2004 OPTION YEAR 1, 01 NOV 2004 - 31 OCT 2005 OPTION YEAR 2, 01 NOV 2005 - 31 OCT 2006 OPTION YEAR 2, 01 NOV 2006 - 31 OCT 2007 OPTION YEAR 2, 01 NOV 2007 - 31 OCT 2008							US\$3,071,180.00 US\$3,071,180.00 US\$3,071,180.00 US\$3,071,180.00 US\$3,071,180.00	
16. SEE ATTACHED PAGES FOR DELIVERY SCHEDULES, PRESERVATION AND PACKAGING INSTRUCTIONS, SHIPPING INSTRUCTIONS AND INSTRUCTIONS FOR DISTRIBUTION OF CONTRACTS AND RELATED DOCUMENTS.										I. GRAND TOTAL US\$14,954,488.00	
17. TRANSPORTATION ALLOTMENT (Used if FOB Contractor's plant)											
18. I CERTIFY THAT THE FUNDS CITED ARE PROPERLY CHARGEABLE FOR ITEMS REQUESTED			AUTH (b)(6), (b)(7)(C)			SIGNATURE)			DATE 2003 JUN 17		
19. THIS REQUEST IS ACCEPTED AND THE ITEMS WILL BE PROVIDED IN ACCORDANCE HERewith.			AC			SIGNATURE)			DATE 17 JUN 03		



## **2B, Business Strategy Plan**

(b)(6), (b)(7)(C)

**Subject:** BUSINESS STRATEGY PLAN (BSP) FOR HUSBANDING SERVICES - BRUNEI,  
INDONESIA, MALAYSIA AND EAST TIMOR (BIMET)  
**Location:** TD'S CONFERENCE ROOM

**Start:** Tue 7/1/2003 2:30 PM  
**End:** Tue 7/1/2003 3:00 PM

**Recurrence:** (none)

**Meeting Status:** Meeting organizer

**Required Attendees:** (b)(6), (b)(7)(C)

Dear All,

A BSP meeting for Husbanding Services BIMET is scheduled for Tuesday, 01 Jul 03, 1430 hrs at the TD's conference room.

(b)(6), (b)(7)(C)

Request your attendance at the BSP meeting.

Attached document for your review. Thank you.



BSP.bimet.doc



**BUSINESS STRATEGY PLAN**

1. SERVICES/SUPPLIES: Husbanding Services for Brunei, Indonesia, Malaysia and East Timor (BIMET)
2. REQUIRING ACTIVITY: Logistics Support Center, NRCC Singapore
3. REQUISITION NO.: N68047-03-RC-SG020
4. ESTIMATED VALUE: US\$14,954,488.00 (Base & Four One Year Options)
5. TYPE OF CONTRACT: Fixed Price Requirements Type Contract
6. TERM OF CONTRACT: One Year Plus Four One Year Options
7. ACQUISITION STRATEGY:

This requirement is for Husbanding Services for U.S. Ships calling at the ports of Muara in Brunei; Bali, Jakarta and Surabaya in Indonesia; Kota Kinabalu, Kuantan, Lumut, Penang and Port Klang in Malaysia; and all ports of East Timor. Period of performance is one base year with four one-year options. The requirement is a follow-on to four current contracts and a new requirement for East Timor:

N68047-00-D-0005 for Brunei which is due to expire on 31 Oct 2003;  
 N68047-00-D-0010 for Indonesia which is due to expire on 31 Oct 2003 and  
 N68047-02-D-0012 and N68047-02-D-0033 for Malaysia which are due to expire on 31 Oct 2003.

Market survey conducted confirms husbanding service is available commercially. It is determined to be a commercial item in accordance with the "Commercial Item" definition at FAR 2.101. Thirteen potential offerors are identified and are listed on per Attachment IV.

NRCC Singapore will solicit the requirement through full and open competition using Commercial Items procurement procedures. Based on the estimated amount of the procurement, the Test Program may not be utilized.

A single contract resulting from the solicitation is contemplated. The Government intends to award a Fixed Price Indefinite Delivery Requirement contract to the responsible offeror whose offer conforming to the solicitation, will be the most advantageous to the Government after considering:

- Technical Capability of the service offered to meet the Government Requirement
- Past Performance
- Corporate Experience
- Price

Technical Capability, Past Performance and Corporate Experience when combined are significantly more important than Price.

SOURCE SELECTION INFORMATION - SEE FAR 3.104

The requirements are established under eleven lots – Lot A Muara in Brunei; Lots B (Bali), C (Jakarta) and D (Surabaya) in Indonesia; Lots E (Kota Kinabalu), F (Kuantan), G (Lumut), H (Penang) and J (Port Klang) in Malaysia, Lot K (Other ports of Brunei, Indonesia and Malaysia) and Lot L (All ports of East Timor). It is intended to award a contract covering all the lots, however, the evaluation of the offers will determine whether a single award or multiple awards is most advantageous to the Government.

There will be no travel involved for this requirement. Major acquisition meeting will be a Pre-Solicitation Conference scheduled for Tuesday, 15 Jul 2003, 0830-1300 hours at the Hilton Hotel, Singapore. The purpose of the conference is to meet with potential offerors to discuss the individual requirements, cover proposal procedures and answer any questions.

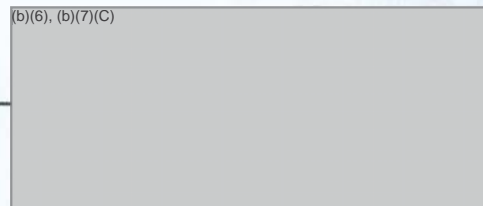
8. RESOURCES REQUIRED: See Attachment II
9. PROJECTED MILESTONES: See Attachment III
10. SOURCE LIST: See Attachment IV
11. OTHER ATTACHMENTS: Attachment I – BSP Board Result Form
12. SIGNATURES:

(b)(6), (b)(7)(C)



26 Jun 03  
Date

(b)(6), (b)(7)(C)



27 Jun 03  
Date



## ATTACHMENT I

## BUSINESS STRATEGY PLAN BOARD RESULTS

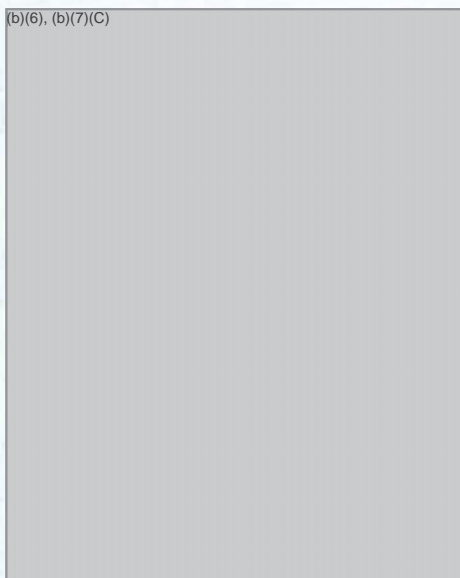
BSP BOARD FOR HUSBANDING SERBVICES, BIMET

Recommendation: ApprovalApproval with comments below

Disapproval



(b)(6), (b)(7)(C)

July 1, 2003  
DATE1 Jul 2003  
DATE1 Jul '03  
DATE

## OTHER ATTENDEES:

(b)(6), (b)(7)(C)

1 Jul 03  
1 July 2003

## COMMENTS:

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## ATTACHMENT II

## BSP FOR HUSBANDING SERVICES, BIMET

RESOURCES REQUIRED					
EVENT	PERSONNEL	CODE	LOCATION	FUNDING	DATES
Contract Preparation	Contracting Officer	N211	Singapore	NA	01 Mar 03 to 31 Oct 03
	Contract Specialist	N211C			
	Contract Specialist	N211G			
Market or Site Survey	Contract Specialist	N211G	Singapore	NA	01 Mar 03 to 30 May 03
Pre-Solicitation Conference	Head, Contracts Division	N21	Hilton Singapore	NA	15 Jul 03
	Contracting Officer	N211	Hilton Singapore	NA	15 Jul 03
	Contract Specialist	N211C	Hilton Singapore	NA	15 Jul 03
	Contract Specialist	N211G	Hilton Singapore	NA	15 Jul 03
Pre-Award Survey	NA			NA	NA
Technical Evaluation Panel	Contracting Officer	N211	Singapore	NA	08-12 Sep 03
	Contract Specialist	N211G	Singapore	NA	08-12 Sep 03
	LSC Representative	N4	Singapore	NA	08-12 Sep 03
Post Award Conference	Contracting Officer	N211	Singapore	NA	22 Oct 03
	Contract Specialist	N211C	Singapore	NA	22 Oct 03
	Contract Specialist	N211G	Singapore	NA	22 Oct 03
	LSC Representative	N4	Singapore	NA	22 Oct 03

SOURCE SELECTION INFORMATION - SEE FAR 3.104



## ATTACHMENT III

## BSP FOR HUSBANDING SERVICES, BIMET

BUSINESS STRATEGY PLAN PROJECTED MILESTONES		
EVENT	PLANNED DATE	ACTUAL DATE
1. Requirements Review Board (RRB) Approval	17 Jun 03	
2. Amendment Received to Requirements		
3. BSP Board Approval	27 Jun 03	
4. Release of Draft Request For Proposal (RFP)	03 Jul 03	
5. Legal Review of J&A	NA	
6. J&A Completed	NA	
7. Pre-Solicitation Conference	15 Jul 03	
8. Request Legal Review of RFP	21 Jul 03	
9. Contracting Review Board (CRB) approval to release RFP	25 Jul 03	
10. Release of Final RFP	29 Jul 03	
11. Receipt of Proposals	28 Aug 03	
12. Responsibility Determination	29 Aug 03	
13. Collection of Past Performance Information	02-05 Sep 03	
14. Evaluation	02-12 Sep 03	
15. Oral Presentations	NA	
16. TEB Report Completed	12 Sep 03	
17. CRB Meeting for Pre-Negotiation Clearance	22 Sep 03	
18. Negotiations/Discussions	23-24 Sep 03	
19. Request Final Proposal Revisions	25 Sep 03	
20. Receive Final Proposal Revisions	01 Oct 03	
21. CRB for Approval of Completed Negotiations	08 Oct 03	
22. Final Contract Award Documents Prepared	10 Oct 03	
23. Legal Review of Contract Award Documents	13 Oct 03	
24. Notification/Award of Contract	17 Oct 03	
25. Notice to unsuccessful offerors	20 Oct 03	
26. Post Award Conference	22 Oct 03	
27. Contract Start Date	01 Nov 03	
(b)(6), (b)(7)(C)	(b)(6), (b)(7)(C)	

SOURCE SELECTION INFORMATION - SEE FAR 3.104



## ATTACHMENT IV

## BSP FOR HUSBANDING SERVICES, BIMET

SOURCE LIST FOR HUSBANDING SERVICES, BIMET  
(BRUNEI, INDONESIA, MALAYSIA AND EAST TIMOR)  
RFP NO. N68047-03-R-0005

1. GLEN LOGISTICS (SEA) PTE LTD  
404 TELOK BLANGAH ROAD, SINGAPORE 098840  
TEL: 6272-7937, FAX: 6272-9481  
E-MAIL: [glennmy@singnet.com.sg](mailto:glennmy@singnet.com.sg); [glennmy@po.iaring.my](mailto:glennmy@po.iaring.my)  
POC: LEONARD FRANCIS (HP: 9798-3155)
2. SWISSCO OFFSHORE PTE LTD  
9 PANDAN ROAD, SINGAPORE 609257  
TEL: (65) 6265-2855, FAX: (65) 6264-1661  
E-MAIL: [swissco@singnet.com.sg](mailto:swissco@singnet.com.sg) /  
POC: (b)(6), (b)(7)(C)
3. MULTINATIONAL LOGISTIC SERVICES (MLS) LTD  
LEVEL 15, THE BUSINESS TOWER, PORTOMASO, ST. JULIANS STJ 06, MALTA  
TEL: +39-095-7223900, FAX: +39-095-7223868  
EMAIL: [hq@mls.com.mt](mailto:hq@mls.com.mt)  
POC: (b)(6), (b)(7)(C)
4. INCHCAPE SHIPPING SERVICES (S) PTE LTD  
#08-01/02 EURO-ASIA CENTRE,  
15 HOE CHIANG ROAD, SINGAPORE  
TEL: 6225-9140, FAX: 6223-7737  
E-MAIL: [das@iss-shipping.com](mailto:das@iss-shipping.com)  
POC: (b)(6), (b)(7)(C)
5. USS-UBS Int. (United Shipping Services - UBS Proveedores)  
TEL: 61 402797722 (HEAD OFFICE)  
65 96913821 (SINGAPORE)  
FAX: 617 3397 2432 (HEAD OFFICE)  
DID: 617 3397 5004 (HEAD OFFICE)  
EMAIL: (b)(6), (b)(7)(C) @ubsprov.com.au  
(b)(6), (b)(7)(C)
6. INTERNATIONAL CARGO EXPRESS PTY LTD  
ICE-SEALOGISTICS  
1/140 RUSSELL ST, TOOWOOMBA QLD 4350  
TEL: +61 7 46389966  
FAX: +61 7 46389977  
EMAIL: (b)(6), (b)(7)(C) @icecargo.com.au; [sealogistics@icecargo.com.au](mailto:sealogistics@icecargo.com.au)  
POC: (b)(6), (b)(7)(C)
7. DAY & ZIMMERMANN SERVICES (SINGAPORE) PTE LTD  
PSA SEMBAWANG TERMINAL, DEPTFORD ROAD, BUILDING 73-4, SINGAPORE 759657  
TEL: (65) 6750-2623  
FAX: (65) 6257-1928  
E-MAIL: [dzspm@dzsing.com](mailto:dzspm@dzsing.com)  
POC: MR (b)(6), (b)(7)(C)

SOURCE SELECTION INFORMATION - SEE FAR 3.104

8. SINGAPORE TECHNOLOGIES LOGISTICS PTE LTD  
5 CLEMENTI LOOP, SINGAPORE 129816  
TEL: 65-6462-2288, DID: 6462-8837,  
FAX: 65-6469-7582, HP: 65-96168611  
E-MAIL: (b)(6), (b)(7)(C) @stllogs.com  
POC: (b)(6), (b)(7)(C)
9. PATRICK DEFENCE LOGISTICS  
LEVEL 20, WESTPAC BUILDING, 260 QUEEN STREET, BRISBANE, QLD 4000, AUSTRALIA  
TEL: 61-7-3868-9504  
FAX: 61-7-3868-9501  
HP: 61-418-405599  
E-MAIL: (b)(6), (b)(7)(C) @patrick.com.au  
POC: (b)(6), (b)(7)(C)
10. JARDINE PORT AGENCIES  
70 SHENTON WAY, #05/01/02 MARINA HOUSE, SINGAPORE 079118  
TEL: 6275-2500, 6422-9809, 6275-2788  
FAX: 6275-2733  
E-MAIL: tramps.div@jtsa.com.sg  
POC: (b)(6), (b)(7)(C)
11. BARWIL AGENCIES REGIONAL CENTRE - ASIA & OCEANIA  
1 KIM SENG PROMENADE #16-09/12  
GREAT WORLD CITY WEST TOWER  
SINGAPORE 237994  
TEL: 65-6379 5033  
FAX: 65-6379 5104  
EMAIL: barwil.asiaoceania@barwil.com  
POC: MR (b)(6), (b)(7)(C)
12. MILITARY AGENCY SERVICES PTY LTD  
82 EDGECLIFFE ESP SEAFORTH NSW AUSTRALIA 2092  
TEL: 61 407 404 641  
FAX: 61 2 9475 0005  
E-MAIL: (b)(6), (b)(7)(C) name  
POC: (b)(6), (b)(7)(C)
13. DEFENCE MARITIME SERVICES PTY LTD  
TEL: 61 2 99649733  
FAX: 61 2 99649924  
E-MAIL: (b)(6), (b)(7)(C) @serco-ap.com.au  
POC: (b)(6), (b)(7)(C)



MEMORANDUM  
FROM: N41  
TO: N21

DATE: 17 JUN 2003

BACKGROUND:

1. Requirements review board for husbanding services for U.S. Navy in Singapore.
2. Fleet RRB Number: 03-020
3. Proposed Contract Period: Base Year : 01 NOV 2003 – 31 OCT 2004  
Option Year 1 : 01 NOV 2004 – 31 OCT 2005  
Option year 2 : 01 NOV 2005 – 31 OCT 2006  
Option year 3 : 01 NOV 2006 – 31 OCT 2007  
Option year 4 : 01 NOV 2007 – 31 OCT 2008
4. Sources: See attached list

5. Estimated Value:	Base Year	: US\$3,071,180.00
	Option Year 1	: US\$3,071,180.00
	Option year 2	: US\$3,071,180.00
	Option year 3	: US\$3,071,180.00
	Option year 4	: US\$3,071,180.00
<hr/>		
	Total	: US\$14,954,488.00

6. Description Of Services: Husbanding services for U.S. Navy vessels in Brunei, Indonesia, Malaysia and East Timor as described in the Schedule of services.

RECOMMENDATIONS:

*1 Typo error let G, Lunnet, Management Fee, class IV change to IV*

ATTACHMENTS

1. NAVCOMPT FORM 2276
2. SCHEDULE OF SERVICES
3. STATEMENT OF WORK AND ATTACHMENTS 1-9
4. LIST OF POTENTIAL OFFERORS

COMMENTS AND DIRECTION BY REVIEW BOARD:

APPROVED BY:

(b)(6), (b)(7)(C)

*6/17/03*

**REVIEW BOARD CONCURRENCE:**

(b)(6), (b)(7)(C)

17J-03

**ACKNOWLEDGEMENT BY SUPERVISOR, COGNIZANT CONTRACTS DIVISION/BRANCH:**

(b)(6), (b)(7)(C)

SIG

DATE

17 July 03



1. THIS REQUEST MUST BE ACCEPTED ON A DIRECT CITATION BASIS ONLY AND IS SUBJECT TO THE CONTIONS LISTED ON THE REVERSE SIDE.							2. DOCUMENT NUMBER N68047-03-RC-SG020				
3. REFERENCE NUMBER		4. FUNDS EXPIRE ON		5. DMS RATING		6. PRIORITY 05		7. DATE REQUIRED		8. AMENDMENT NO.	
9. FROM: CUSTOMER SERVICES OFFICER U.S. NAVAL REGIONAL CONTRACTING CENTER PSA SEMBAWANG TERMINAL BLDG 7-4, DEPTFORD RD, SINGAPORE 759657						10. FOR DETAILS CONTACT: (b)(6), (b)(7)(C)					
11. TO: CONTRACTING OFFICER, REGIONAL CONTRACTS U.S. NAVAL REGIONAL CONTRACTING CENTER PSA SEMBAWANG TERMINAL, BLDG 7-4, DEPTFORD RD, SINGAPORE 759657						12. MAIL INVOICES TO: DISBURSING OFFICER U.S. NAVAL REGIONAL CONTRACTING CENTER PSA SEMBAWANG TERMINAL BLDG 7-4, DEPTFORD RD, SINGAPORE 759657					
13. ACCOUNTING DATA TO BE CITED ON RESULTING CONTRACTS											
A. ACRN	B. APPROPRIATION	C. SUB-HEAD	D. OBJ. CLASS	E. BU. CONTROL	F. SA	G. AAA	H. TT	I. AAA	J. COST CODE	K. AMOUNT	
ACCOUNTING DATA TO BE SPECIFIED IN EACH INDIVIDUAL DELIVERY ORDER											
14. AMOUNTS WILL NOT BE EXCEEDED IN THE OBLIGATION DOCUMENT WITHOUT PRIOR WRITTEN APPROVAL FROM THE ISSUER.								L. TOTAL THIS DOCUMENT			
								M. CUMULATIVE TOTAL			
PROCUREMENT BY CONTRACT OF THE FOLLOWING ITEMS IS REQUESTED THESE ITEMS <input type="checkbox"/> ARE <input checked="" type="checkbox"/> ARE NOT INCLUDED IN THE INTERSERVICE SUPPLY SUPPORT PROGRAM AND REQUIRED INTERSERVICE SCREENING <input type="checkbox"/> HAS <input checked="" type="checkbox"/> HAS NOT BEEN ACCOMPLISHED											
A. ACRN	B. ITEM NO.	C. FSC	D. DESCRIPTION (NAT.SOTCK., SPEC. AND/OR DRAWING NO., ETC.)				E. QUANTITY	F. UNIT	G. ESTIMATED UNIT PRICE	H. ESTIMATED AMOUNT	
			REQUEST TO CONTRACT FOR HUSBANDING SERVICES FOR U.S. NAVY VESSELS IN BRUNEI, INDONESIA AND MALAYSIA. SEE ATTACHED SCHEDULE OF VARIOUS SERVICES. PERIOD OF PERFORMANCE SHALL BE FOR 01 BASE YEAR AND 02 OPTION YEARS.  BASE YEAR, 01 NOV 2003 - 31 OCT 2004 OPTION YEAR 1, 01 NOV 2004 - 31 OCT 2005 OPTION YEAR 2, 01 NOV 2005 - 31 OCT 2006 OPTION YEAR 2, 01 NOV 2006 - 31 OCT 2007 OPTION YEAR 2, 01 NOV 2007 - 31 OCT 2008						US\$3,071,180.00 US\$3,071,180.00 US\$3,071,180.00 US\$3,071,180.00 US\$3,071,180.00		
16. SEE ATTACHED PAGES FOR DELIVERY SCHEDULES, PRESERVATION AND PACKAGING INSTRUCTIONS, SHIPPING INSTRUCTIONS AND INSTRUCTIONS FOR DISTRIBUTION OF CONTRACTS AND RELATED DOCUMENTS.										I. GRAND TOTAL US\$14,954,488.00	
17. TRANSPORTATION ALLOTMENT (Used if FOB Contractor's plant)											
18. I CERTIFY THAT THE FUNDS CITED ARE PROPERLY CHARGEABLE FOR ITEMS REQUESTED				AUTH (b)(6), (b)(7)(C)				RE)		DATE 2003 JUN 17	
19. THIS REQUEST IS ACCEPTED AND THE ITEMS WILL BE PROVIDED IN ACCORDANCE HEREWITH.				ACC				E)		DATE 17 JUN 03	



## **2C, Pre-solicitation clearance**

SOURCE SELECTION INFORMATION -- SEE FAR 3.104

PRE-SOLICITATION CLEARANCE																
RRB Number		03-020		PR Number		N68047-03-RC-SG020										
Date Received		17 Jun 03		Control Number		10,0074.0										
Start Date		01 Nov 03		Priority		06										
Required Award Date		17 Oct 03		Estimated Value (including Options)		US\$14,954,488.00 for Base Year plus Four Option years										
<table border="1"> <tr> <td><input checked="" type="checkbox"/></td> <td>Services</td> <td><input checked="" type="checkbox"/></td> <td>R &amp; D</td> <td><input type="checkbox"/></td> <td>Other (fill-in)</td> <td><input type="checkbox"/></td> </tr> </table>										<input checked="" type="checkbox"/>	Services	<input checked="" type="checkbox"/>	R & D	<input type="checkbox"/>	Other (fill-in)	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Services	<input checked="" type="checkbox"/>	R & D	<input type="checkbox"/>	Other (fill-in)	<input type="checkbox"/>										
Negotiated		<input checked="" type="checkbox"/>	Sealed Bids		<input type="checkbox"/>		Best Value Using Trade-Off Analysis		<input checked="" type="checkbox"/>							
Competitive		<input checked="" type="checkbox"/>	Sole Offeror		<input type="checkbox"/>		Low Cost		<input type="checkbox"/>							
(b)(6), (b)(7)(C)			<input type="checkbox"/>		(b)(6), (b)(7)(C)			<input type="checkbox"/>								
<input type="checkbox"/>			<input type="checkbox"/>		<input type="checkbox"/>			<input type="checkbox"/>								
<input type="checkbox"/>			<input type="checkbox"/>		<input type="checkbox"/>			<input type="checkbox"/>								

CONTRACT REVIEW BOARD	
Meeting Number:	Date:
(b)(6), (b)(7)(C)	
	(b)(6), (b)(7)(C)
	(Code)
CONCURRENCE:	(b)(6), (b)(7)(C)
(b)(6), (b)(7)(C)	(b)(6), (b)(7)(C)
	(Member) (Code)
	(Member) (Code)

COMMENTS:



## SECTION I - BACKGROUND/DESCRIPTION

### 1. Background.

This requirement is for Husbanding Services for U.S. ships calling at the ports of Muara in Brunei; Bali, Jakarta and Surabaya in Indonesia; Kota Kinabalu, Kuantan, Lumut, Penang and Port Klang in Malaysia and all ports of East Timor. It is a follow-on to four current contracts and a new requirement for East Timor:

N68047-00-D-0005 for Brunei which is due to expire on 31 Oct 2003;

N68047-00-D-0010 for Indonesia which is due to expire on 31 Oct 2003 and

N68047-02-D-0012 and N68047-02-D-0033 for Malaysia which are due to expire on 31 Oct 2003.

All the four contracts will be extended and will expire on 31 Oct 2003. Performance period is one base year and four one-year options.

The requirement is classified as commercial item in accordance with FAR Part 2.101. The Solicitation will be issued through full and open competition using Commercial Items procurement procedures.

A single contract resulting from the solicitation is contemplated. The award will be a Fixed Price Indefinite Delivery Requirement contract. It will be made to the responsible offeror whose proposal conforms to the solicitation and offers the best value to the Government in terms of:

- Technical Capability of the service offered to meet the Government Requirement
- Past Performance
- Corporate Experience
- Price

Technical Capability, Past Performance, Corporate Experience when combined are significantly more important than Price. A proposal will have to be determined responsible and met all submittal requirements before it is accepted for evaluation.

The Business Strategy Plan for the acquisition was approved on 01 Jul 2003. (Attachment 4).

A Pre-Solicitation Conference was held on 15 Jul 2003 at the Singapore Hilton Hotel with fourteen (14) attendees from twelve companies.

Projected date for award is o/a 17 Oct 2003.



2. Quantity or Term (LOE) including options.

One base year and four one-year option period.

3. Procurement History (predecessor contract, extent of competition, contractor, value, etc.).

Currently there are four contracts for husbanding services for the country of Brunei, Indonesia and Malaysia but none for East Timor. Contract N68047-00-D-0010 covers Brunei, Contract N68047-00-D-0005 covers Indonesia, Contract N68047-02-D-0012 and Contract N68047-02-D-0033 cover Malaysia.

Contract N68047-00-D-0010 was awarded to Glenn Nusa Marine Enterprise for an estimated total of B\$892,200 (US\$524,823.00). The performance period is one base year and two option years. The contract commenced on 01 Jul 2000 and expired on 30 Jun 2003.

Contract N68047-00-D-0005 was awarded to P.T. Glenn Nusa Marine for an estimated total of US\$9,245,445.00. The performance period is one base year and two option years. The contract commenced on 01 Jun 2000 and expired on 31 May 2003.

Contracts N68047-02-D-0012 and N68047-02-D-0033 was awarded to Glenn Marine Enterprise for an estimated total of US\$608,626 and US\$3,501,085 respectively. The performance period is one base year and two option years. They commenced on 01 May 2003 and 09 May 2003. However, the option period was not exercised due to contract consolidation initiative for a single contract covering the ports of the four countries.

All four contracts were awarded based on full and open competition. The performance period of each contract will be extended through 31 Oct 2003.

## SECTION II - ACQUISITION AUTHORITY &amp; METHODOLOGY

Place an X in appropriate blocks and complete fill-ins as required. More detailed information may be entered at the end of each Section.

## 1. EXTENT OF COMPETITION

## FAR 6.1 - FULL AND OPEN COMPETITION

- ☒ FAR 6.1 - Full and Open Competition
- ☐ FAR 6.3 Other Than Full and Open Competition,
- ☐ 6.302-1, Only One Responsible Source/Limited Sources
- ☐ 6.302-2, Unusual and Compelling Urgency
- ☐ 6.302-3, Industrial Mobilisation
- ☐ 6.302-4, International Agreement
- ☐ 6.302-5, Authorized By Statute
- ☐ 6.302-6, National Security
- ☐ 6.302-7, Public Interest
- ☐ Other FAR 8.4 - Federal Supply Schedule
- ☒ Other FAR Part 12 - Commercial Items - By checking this block, it is hereby determined that the supplies or services to be purchased are commercial in nature in accordance with the "Commercial Item" definition at FAR 2.101.
- ☐ Other FAR 13.5 - Test Program For Certain Commercial Items

## 2. TYPE OF CONTRACT

- ☒ Firm Fixed Price
- ☐ Cost Plus Fixed Fee
- ☐ Incentive Contracts
- ☒ Indefinite Delivery
- ☐ Definite Quantity
- ☒ Requirements (Fixed Price Provisions)
- ☐ Indefinite Quantity (Fixed Price Provisions)
- ☐ OTHER: \_\_\_\_\_



### 3. SEALED BIDDING VS. COMPETITIVE PROPOSALS

- ☐ SEALED BIDDING per FAR Part 14 will be used.
- ☒ COMPETITIVE PROPOSALS per FAR Part 15 will be used because at least one of the following conditions does not allow the use of Sealed Bids: (check all that apply)
- ☐ Insufficient time for sealed bids (6.401(a)(1))
  - ☒ Selection is not purely price related (6.401(a)(2))
  - ☒ Discussions will probably be required (6.401(a)(3))
  - ☐ Don't Expect More than One Bid or Proposal (6.401(a)(4))

### 4. FORMAL ACQUISITION PLAN (AP) (FAR 7.105)

- ☒ NOT REQUIRED, the action is for (DFARS 207.103):
- ☐ Development and the total cost of all contracts is less than \$5 million
  - ☒ Production or services and the total cost of all contracts is less than \$30 million for all years or \$15 million for a fiscal year.
- ☐ REQUIRED. AP has been prepared and ☐ has been ☐ will be approved by:
- ☐ Head of the Contracting Activity (HCA) -- NAVSUP.
  - ☐ Chief of the Contracting Office (services acquired using Full and Open Competition or Other than Full and Open Competition for less than \$50 million).

### 5. OPTIONS FOR INCREASED QUANTITY/EXTENSION OF SERVICES

- ☐ ARE NOT INCLUDED.
- ☒ WILL BE INCLUDED. Justification pursuant to FAR 17.205, for the quantity or term under option, the notification period for exercising the option, and any limitation on option price is filed in the Contract Folder and available for review upon request
- Option quantities:
- ☒ Will be included in the evaluation for award.
  - ☐ Will NOT be included in the evaluation for award and a determination approved at a Level above the KO is included in the contract file (FAR 17.206).



**SECTION III - OTHER COMPLIANCES**

Place an X in appropriate blocks and complete fill-ins as required. More detailed information may be entered at the end of each Section.

**1. PERSONAL VS. NON-PERSONAL SERVICES (FAR 37.103)**

- ☐ NOT APPLICABLE. This requirement is not for services.
- ☒ NON-PERSONAL SERVICES. The contracting officer determines that the services Required are non-personal in nature. This action is exempt from the documentation requirements of FAR 37.103(a)(3).
- ☐ PERSONAL SERVICES are required and authorized by statute.

**2. GOVERNMENT FURNISHED PROPERTY (GFP)**

- ☐ WILL BE PROVIDED.- include appropriate clauses in the solicitation and contract
- ☒ WILL NOT BE PROVIDED.

**3. VALUE ENGINEERING (VE) CLAUSES (FAR 52.248-1 AND ALTs)**

- ☐ ARE INCLUDED.
- ☒ ARE NOT INCLUDED.
- ☐ Acquisition less than \$100,000.00
- ☒ Commercial Items

**4. CONTRACTED ADVISORY AND ASSISTANCE SERVICES (CAAS)**

- ☒ NO. The contracting officer determines that the requirement does not constitute assistance And advisory services (FAR 37.207).
- ☐ YES. FAR 37.2 applies. This action conforms to the policies of FAR 37.206 and DFARS 237.206(b) and (c). If the action exceeds \$50,000, SES approval has been obtained.

**5. TRANSPORTATION - EVALUATION OF F.O.B. POINT**

- ☒ FOB Destination, acceptance must be at destination
- ☐ FOB Origin (see background section for full discussion)
- ☐ Not Applicable - This requirement is for services and does not call for delivery of supplies

6. CONTRACTING OFFICER'S REPRESENTATIVE (COR)

- ☐ WILL BE ASSIGNED to the contract. COR duties will be set forth in the contract, And a signed copy of the COR Appointment Memorandum will be obtained and placed in the contract file.
- ☒ NOT REQUIRED

7. LEGAL REVIEW of,

J&A	<input type="checkbox"/>	has been,	<input type="checkbox"/>	will be obtained.	<input checked="" type="checkbox"/>	Not Applicable
Solicitation	<input type="checkbox"/>	has been,	<input checked="" type="checkbox"/>	will be obtained.	<input type="checkbox"/>	Not Applicable
Source Selection Plan	<input type="checkbox"/>	has been,	<input type="checkbox"/>	will be obtained.	<input checked="" type="checkbox"/>	Not Applicable
D&F	<input type="checkbox"/>	has been,	<input type="checkbox"/>	will be obtained.	<input checked="" type="checkbox"/>	Not Applicable
Other:	<input type="checkbox"/>	has been,	<input type="checkbox"/>	will be obtained.	<input checked="" type="checkbox"/>	Not Applicable



## LIST OF ATTACHMENTS

<u>DESCRIPTION</u>	<u>N/A</u>	<u>ATTACHMENT NO.</u>
RRB/RCP		1
RFP with SOW, Instructions to Offerors and Evaluation Criteria		2
J&A	X	
Justification for Use of Options		3
D&F - Contract Type	X	
Business Strategy Plan with Milestone Schedule		4
Contract Administration Plan (CAP)	X	
Source Selection Plan (SSP)	X	



## **2D, Pre-award business clearance**

BUSINESS CLEARANCE MEMORANDUM		Clearance	10.074.1
(Original to be returned to initiating Contracting Activity:		RFP No.	N68047-03-R-0005
		Date:	27 Sep 2003
U.S. NRCC SINGAPORE, PSA SEMBAWANG TERMINAL, DEPTFORD ROAD, BUILDING 7-4, ROOM 2-9, SINGAPORE 759657			
Type of Procurement (Check one):			
<input type="checkbox"/> Sealed Bidding		<input type="checkbox"/> Negotiated Pursuant to Changes Clause	
<input checked="" type="checkbox"/> Full and Open Competition		<input type="checkbox"/> Negotiated under 10 U.S.C. 2304(b)	
<input type="checkbox"/> Negotiated under 10 U.S.C. 2304(c)		<input type="checkbox"/> 1-2	<input type="checkbox"/> A-C
Type of Contract(s):		Clearance Total:	
Indefinite Delivery Requirement Type Contract		Estimated Total (Base Year plus Four Option Years): \$11,831,230.00 including government and port tariffs	
Clearance			
<input type="checkbox"/> A	<input type="checkbox"/> Pre-negotiation	<input type="checkbox"/> B	<input checked="" type="checkbox"/> X Authority to Contract
<input type="checkbox"/>	<input type="checkbox"/> Post-negotiation	<input type="checkbox"/>	<input type="checkbox"/> Authority to Establish
<input type="checkbox"/>	<input type="checkbox"/> Letter Contract	<input type="checkbox"/>	<input type="checkbox"/> Final Price
<input checked="" type="checkbox"/> X	<input type="checkbox"/> Award on Initial Offers	<input type="checkbox"/>	<input type="checkbox"/> FMS
Contractor(s)			
Name		Address (City, State)	
GLENN DEFENSE (ASIA)		404 TELOK BLANGAH ROAD	
PTE LTD		SINGAPORE 098840	
Contract Number(s)		N68047-04-D-0001	
Program:		Description of Supplies/Services:	
Husbanding Services to support U.S. Navy ships visiting all ports of Brunei, Indonesia, Malaysia and East Timor.		Husbanding Services for all ports of Brunei, Indonesia, Malaysia and East Timor.	
Pricing Structure (if CPAF indicate base and award fee)			
		Pre-Negotiation	Post-Negotiation
Cost (Excl COM)			
Total Cost			
Fee / Profit	%		
Base Fee	%		
Award Fee	%		
Total		See clearance	
Ceiling Price			
Sharing Arrangement (%)		%	%
Delivery or Period of Performance:			
To Start:	1 November 2003	To Finish:	31 October 2004
Contact Points for this Document:			
(b)(6), (b)(7)(C)			

NAVSO 43101/1 (3-86)(Revised)

SOURCE SELECTION INFORMATION - SEE FAR 3.104



# BUSINESS CLEARANCE MEMORANDUM

		Clearance Number	10.074.1
		Post-Clearance Number	
Clearance Recommendation:			
<p>Contract Review Board (CRB) approval is requested to award on initial offers an Indefinite Delivery Requirement Type Contract #N68407-04-D-0001 to GLENN DEFENSE MARINE (ASIA) PTE LTD for Husbanding Services to support U.S. ships visiting in Brunei, Indonesia, Malaysia, and East Timor. The proposed contract is for one base year with four one-year options and the estimated total value including port tariffs is \$11,831,230.00.</p>			
(b)(6), (b)(7)(C)		Date	26 Sep 03
(b)(6), (b)(7)(C)		Date	27 Sep 03
Contract Review Board:			
Meeting Number:		Date:	
Approved: (b)(6), (b)(7)(C) (C) XG 1 OCT 03 (Code)			
Concurrence:			
(b)(6), (b)(7)(C)		(b)(6), (b)(7)(C)	20 Oct 03
		(Member)	(Code)
Comments:			
Approved:	Unconditional	Conditional	
		Signature	Date
Conditions (if applicable):			

SOURCE SELECTION INFORMATION - SEE FAR 3.104



## SECTION I - SUMMARY OF KEY DOCUMENTS

### A. Summary of Key Documents:

(a) Solicitation	N68047-03-R-0005 dated 25 Jul 2003
(b) Contractor(s) Proposals	(1) (b)(4) (2) Glenn Defense Marine (Asia) Pte Ltd (3) (b)(4)
(c) DCAA Rate Check	N/A
(d) ACO Reports	N/A
(e) Technical Advisory Report	Technical Evaluation Panel (TEP) Assessment Reports
(f) Pre-Award Survey	N/A
(g) Other	N/A

### B. List of Attachments:

1. TEP Assessment Reports and Summary
2. Abstract of Prices from Offerors
3. Comparison with Current Contracts' Rates

## SECTION II - BACKGROUND

### A. Procurement History:

Solicitation N68047-03-R-0005 is for husbanding services to support U.S. Navy ships visiting all ports of Brunei, Indonesia, Malaysia and East Timor. It is a follow on to four current husbanding services contracts and a new requirement for East Timor. The four current contracts are:

N68047-00-D-0005 for Brunei which is due to expire on 31 Oct 2003;

N68047-00-D-0010 for Indonesia which is due to expire on 31 Oct 2003 and

N68047-02-D-0012 and N68047-02-D-0033 for Malaysia which are due to expire on 31 Oct 2003.

The proposed contract will be a Firm Fixed Price Indefinite Delivery Requirements contract. Performance period will be one base year from 01 Nov 2003 through 31 Oct 2004, with four one-year options. The proposed contract includes FAR provision 52.217-8 which will allow extension of services of the contract for a period of up to six months.

The requirement was submitted by Logistics Support Center (LSC) and approved by the Requisition Review Board on 01 Jul 2003. The total estimated value is \$14,954,488.00 including Port Tariff (PT) costs.

A draft Solicitation was released on 02 Jul 2003 to companies which could potentially meet the requirement. These companies were identified from past acquisitions and by informal market survey conducted telephonically. A Pre-Solicitation Conference was held on 15 Jul 2003 at the Singapore Hilton Hotel. A total of fourteen attendees from twelve companies attended the conference. A Request for Proposal (RFP), #N68047-03-R-0005 was issued on 25 Jul 2003 to a total of eleven sources.



The closing date for the RFP was 25 Aug 2003, 1200 hours. Of the eleven companies solicited, five submitted timely offers, two declined to make an offer, and four did not respond. The timely proposals received were from:

(b)(4)

Glenn Defense Marine (Asia) Pte Ltd

(b)(4)

**Chronology of Significant Events:**

DATE	EVENT
17 Jun 03	Received Requisition
01 Jul 03	Business Strategy Plan Approval
02 Jul 03	Issue Draft Solicitation
15 Jul 03	Held Pre-Solicitation Conference
18 Jul 03	Request Legal Review of RFP
24 Jul 03	Pre-Solicitation Clearance Approval
25 Jul 03	RFP issued
25 Aug 03	RFP closed
27-29 Aug 03	Collection of Past Performance Information
02-26 Sep 03	Evaluation
02 Oct 03	CRB Award Clearance
10 Oct 03	Anticipate award

**B. Negotiation Environment**

The RFP was issued under Full and Open Competition and award will be made to the responsible offeror whose proposal is most advantageous to the Government after considering:

Technical Capability  
Past Performance  
Corporate Experience  
Price

Technical Capability is more important than Past Performance, and Past Performance is more important than Corporate Experience. These three non-price factors when combined are significantly more important than Price.

**C. Extent of Competition Solicited and Secured:**

This procurement is made and performed outside the United States and local sources were solicited. Thus, it is exempted from synopsis in the Commerce Business Daily in accordance with FAR 5.202(a)(12). The Solicitation was issued to eleven sources identified from past acquisitions and informal market survey. Five proposals were received before the closing time of 1200 hours on 25 Aug 2003.



**D. Type of Contract:**

The most appropriate type of contract is an Indefinite Delivery Requirements type contract as defined in FAR 16.502. This type of contract is deemed most appropriate, since the quantities and delivery dates of the services are not firm at the time of contract award but will be provided by individual delivery/task orders placed against the contract. This will meet the actual husbanding services requirements of visiting vessels during the contract period. This type of contract represents the most effective means to provide the services with minimal technical, schedule or cost risk to the Government.

**SECTION III - NON-PRICE EVALUATION**

**A. Acceptability of Offer for Evaluation:**

The Government will first determine if a proposal is complete and has met all submittal requirements before evaluation. Out of the five timely proposals, only three proposals received were determined to be complete and have conformed to solicitation requirements. The other two proposals from (b)(4) were determined to be incomplete and will not be considered for evaluation as they have not conformed to the submittal requirements.

(b)(6), (b)(7)(C)

**B. Evaluation of Non-Price Factors:**

The Government evaluated three non-price factors of Technical Capability, Past Performance, and Corporate Experience for each offeror. The three factors were given a weighting as follows:

Technical Capability - 40%  
Past Performance - 35%  
Corporate Experience - 25%

Rationale for the weights was that Technical Capability was considered more important than Past Performance which was considered more important than Corporate Experience. This rationale gives the right relationship without excessively weighting one factor.

Each factor was further broken down as follows:



Technical Capability – Each offeror was asked to provide information on seven capability areas using the format provided in Attachment 11 of the solicitation. For evaluation purposes each of these seven areas was weighted as follows: management services (25%); Force Protection (20%); multiple ship visits (15%); employees (10%); facilities (10%); equipment (10%); and subcontractors (10%). Rationale for these weights was based on NRCC Singapore Logistics Support Center (LSC) experience of what factors are important in meeting the needs of the ship. This importance is gleaned through experience of working with LSC during requirements generation and post-award contract administration. For example, the ability to manage and arrange services is most important, force protection is considered equally important, the ability to handle multiple ship visits is next important, having personnel, facilities, and equipment is next in importance, and understanding key subcontract requirements finishes the list.

Past Performance – Each offeror was allowed to provide a maximum of five references using the format provided in Attachment 12 of the solicitation. Each reference was allowed to comment on a maximum of five contracts they might have held with the offeror. The references were not weighted as each reference was initially considered equal. If an offeror had no relevant past performance they were allowed to state this and a “neutral” rating would be assigned however, all offerors provided at least one reference. Each reference was sent an evaluation sheet to rate the offeror’s performance. These returned evaluation sheets were the primary basis for evaluating the past performance. The government evaluator could adjust the final Past Performance rating based on the evaluator’s experiences for working with contracts including the length and dollar value of the past performance. For example, if a reference contract was for a one time port service of \$7,500.00 it would not be given as much weight as a three year, \$5 million dollar contract for husbanding services.

Corporate Experience: Each offeror was asked to provide information on six corporate areas using the format provided in Attachment 13 of the solicitation. For evaluation purposes each of these six areas was weighted as follows: history (30%); personnel, facilities, & equipment (25%); financial resources (20%); current work projects (10%); previous work projects (10%); and planned support (5%). Rationale for the weights was based on experience of what it takes to ensure being a successful Husbanding Contractor and reducing the risk of unsuccessful performance. Offerors were allowed to provide information on their own company, their parent company, and any teaming or partnering arrangements they have had. The most important Corporate Experience factor was having an established company with a known history; then having access to personnel, facilities, and equipment, then having the financial resources to ensure the company can operate successfully, then having experience in similar husbanding type work, and finally recognizing any planned support from parent or teaming relationships.

### C. Technical Evaluation Panel

A Technical Evaluation Panel evaluated the non-price factors. Panel members were:

(b)(6), (b)(7)(C)



The evaluation was conducted from 3 to 12 September 2003. All three members performed independent evaluations of the information provided by each offeror as well as the past performance information received from offeror-provided references. The TEP then combined evaluations to reach a consensus and publish the final evaluation report.

#### **D. Technical Evaluation Method**

Evaluators used a numerical rating scale of one (1) to five (5) with five (5) being the highest. Evaluators assigned numerical ratings based on their experience and knowledge for each area within a factor to determine a total score for that factor. Numerical ratings included two decimal spaces, to allow evaluators to assign higher or lower ratings within a same adjectival qualifier (i.e., a "high" Satisfactory versus a "low" Satisfactory closer to Marginal).

The scores of the three non-price factors were weighed in accordance with the percentage value of each factor, and added to come up with a total numerical score. The total numerical score for non-price factors was then converted to an adjectival rating of Exceptional, Very Good, Satisfactory, Marginal, and Unsatisfactory, which represented the final offeror ranking. Justification for the ratings and ranking was documented for each offeror.

The range for adjectival ratings is:

4.50 to 5.00	Exceptional
4.00 to 4.49	Very Good
3.00 to 3.99	Satisfactory
2.00 to 2.99	Marginal
1.00 to 1.99	Unsatisfactory
N/A	Neutral

The Neutral rating was used only for Past Performance when an offeror stated in writing that they had no relevant Past Performance experience. Once assigned the rating would not penalize a contractor for having no Past Performance.

Evaluators were provided specific instructions to follow for the evaluations. It included definitions of performance for each of the ranges and a set of sample desired features (Acceptable Answers) for each of the three non-price factors to use as a standard to evaluate the proposals (see Attachment 1).



### E. Technical Evaluation Results

A summary of the TEP evaluation is provided below. They are ranked from highest to lowest. The complete TEP evaluations are provided in Attachment 1.

TEP Summary Chart

Offeror	Technical Capability (40%)	Past Performance (35%)	Corporate Experience (25%)	Weighed Overall Numeric Rating	Equivalent Adjectival Rating
	Numeric Rating	Numeric Rating	Numeric Rating		
Glenn Defense Marine	4.43	4.64	4.62	4.55	Exceptional
(b)(4)					

A narrative summary of each offeror follows in TEP overall rank order:

#### 1. GLENN DEFENSE MARINE

- TEP Ranked 1<sup>st</sup>

- Overall Rating: 4.55 (Exceptional) Glenn Defense Marine had the best overall TEP evaluation rating. Their Technical Capability was rated the highest with a 4.43, Very Good based on an outstanding proactive management system, an extensive Force Protection measures program, the ability to easily handle multiple ship visits, a large bi-lingual staff, and owning a phenomenal 80% of required husbanding equipment. Glenn Defense Marine's Past Performance was rated the highest with a 4.64, Exceptional based on three References from directly rated work. They service several countries military Navy ships and are the incumbent US Navy contractor for three of the four countries in this solicitation. They received numerous ship commendation letters and had over 50% Exceptional ratings for 59 ship visits. Glenn Defense Marine's Corporate Experience was rated the highest with a 4.62, Exceptional because they are a well established company dealing in maritime logistical support. Their parent company has been in existence for over 56 years and they have a philosophy of owning their own facilities and equipment to ensure the best service. They have extensive financial resources and are a multi-million dollar corporation.

-- Technical Capability (40% overall): (Rated 4.43 - Very Good) Glenn Defense Marine received the best overall Technical Capability rating of 4.43, Very Good, due to an outstanding management system, an extensive ability to provide complete US Navy Force Protection measures, and sufficient resources to handle multiple ship visits in each country. They have a large staff and own or lease facilities in each major port. They own a phenomenal 80% of the HS equipment to do the job. They did not however, address Key Subcontractors as well as they should have.

--- Management Services Approach: Glenn Defense Marine's proposal has an outstanding management service approach. It includes a proven management system with a proactive anticipation of requirements, check off sheets, bi-lingual personnel, essential prioritization, 24/7 customer support, and professional oversight of Delivery Orders and Invoices. It is extremely comprehensive and thorough. It shows an extensive understanding of U.S. Navy requirements as stated in the solicitation.

--- Force Protection: Glenn Defense Marine has shown they have an exceptional understanding of FP requirements. They have done FP for US Navy ships since 911 of Sep 01. They will coordinate fully with local authorities in each country. They will work



closely with the ship FP officer and other key staff. They own much of their own FP equipment such as Floating Perimeters. They provide a list of FP actions they will do in addition to what the ship orders thus showing a complete concern for the safety of the ship and their crew. The proposal is extremely comprehensive and will provide complete FP coverage.

--- Multiple Ship Visits: Glenn Defense Marine concept for accommodating multiple ship visits is very commendable. They have offices in all the major port cities which will be manned 24 hours a day during ship visits. Mobile teams are planned for deployment to other locations and to provide additional support. They own most of their own equipment thus they are assured the items are available when needed. They have clearly shown they have the human resources and equipment to simultaneously handle multiple ship visits.

--- Employees: Glenn Defense Marine has a large team of personnel directly assigned to support the contract. They are specialists who receive the latest training and equipment. They provided a breakdown of personnel and their function which leaves no doubt that they have the personnel to do the job.

--- Facilities: Glenn Defense Marine owns a permanent or portable office in each major port specified in the solicitation which is commendable and ensures continuous service.

--- Equipment: Glenn Defense Marine owns a phenomenal 80% of the equipment that will be used on the contract. They submitted a detailed list of equipment including fenders, bows, barges, picket boats, and other primary equipment.

--- Subcontractors: Glenn Defense Marine only listed some subcontractors but did not account for all of the other 20% of equipment or services that they do not own. Also did not explain the role of the subcontractor in Muara, Brunei.

-- Past Performance (35% overall): (Rated 4.64 - Exceptional) Glenn Defense Marine received the highest overall Past Performance rating of 4.64, Exceptional, with extremely relevant past performance directly related to US Navy husbanding services in Southeast Asia. They are the incumbent contractor for three of the four countries of this solicitation as well as the current US Navy contractor for the extremely busy and critical port of Singapore.

--- Reference #1: US Navy - NRCC Singapore The US Navy, NRCC Singapore, rated them Exceptional while supporting 59 ship visits in Brunei, Indonesia, & Malaysia of which 50% were rated Exceptional by the ships, 20% were Very Good, and the remaining 30% were Satisfactory. They received several commendation letters from ship senior Flag officers expressing their appreciation for a job well done.

--- Reference #2: French Navy The French Navy gave them the highest top ratings of Exceptional. This is extremely relevant, additional husbanding service experience in Singapore and Malaysia.

--- Reference #3 British Royal Navy The British Royal Navy rated them Very Good and said "one can always expect the highest results". Extremely relevant experience.

--- Reference #4: Canadian Navy The Canadian Navy reference was out of town and could not respond in time.

--- Reference #5: Italian Navy (no response)

-- Corporate Experience (25% overall): (Rated 4.62 - Exceptional) Glenn Defense Marine received the highest overall Corporate Experience ratings of 4.62, Exceptional. They and their parent company are a well established and highly experienced corporation that has been in the ship husbanding business for 56 years. They have the exceptional personnel, facilities, and



equipment to ensure the requirements are fully met. They have been the husbanding contractors for military navy ships in Asia including the US Navy in numerous countries. They are currently the incumbent for three of the four countries covered in this solicitation and they are the US Navy husbanding contractor for the critical port of Singapore. They had Gross Annual revenues of over \$18 million in 2002.

--- History: Glenn Defense Marine has been in existence for almost 10 years and is part of a family owned company that dates back to 1946. Their entire focus is ship husbanding and ship logistics service throughout Asia. The parent company, Glenn Marine Enterprise, was established in 1946 giving them over 56 years of history. Their primary focus is "all aspects of maritime/aerospace logistics support and ships husbanding". They are a well known and established company which brings additional capability to Glenn Defense Marine.

--- Personnel, Facilities, & Equipment: Glenn Defense Logistics' philosophy is to own and control equipment used on their contracts. Thus no question on the availability and quality of the equipment. Total of 533 employees with 124 in Singapore, 263 in Malaysia, 49 in Brunei, 88 in Indonesia, 5 in Australia, and 4 in East Timor. They own their own offices in Singapore, Malaysia, Bali, Kuala Lumpur and Brunei. A wide range of owned equipment includes Yokohama fenders, brows, platforms, cranes, forklifts, tugs, barges, vans, buses, and water taxis. The parent company's philosophy is to also own and control facilities and equipment used on their contracts. The parent company employees 533 personnel throughout Southeast Asia thus providing significant trained and specialized resources.

--- Financial Resources: Glenn Defense Marine and their parent company have an outstanding financial record with over \$18 million in annual gross income in 2002.

--- Current Work Projects: Glenn Defense Marine has multiple similar work projects including being the incumbent for three countries of this contract. They are currently the husbanding and logistics agent for French Navy, Turkish Navy, Spanish Navy, Pakistan Navy, Italian Navy, Canadian Navy, Belgian Navy, Royal Netherlands Navy, Republic of China Navy, Portuguese Navy, British Royal Navy, and the Republic of Singapore Navy. The parent company has many related similar work projects including various military Navy ships and other commercial ships.

--- Previous Work Projects: Glenn Defense Marine has numerous previous similar contracts for husbanding services during the last three years. They held husbanding contracts for the U.S. Navy, the French Navy, and Italian Navy in Singapore, Malaysia, Indonesia, and Brunei. They supported military ship visits at the Langkawi International Maritime Exhibition in 2001 in Langkawi, Malaysia. They were the previous husbanding contractor for the multi-country Cooperation Afloat Readiness and Training (CARAT) Exercise in Singapore, Malaysia, Indonesia, and Brunei. They serviced the exercise FAIRWING 2000 in Singapore, Malaysia, Indonesia, and Brunei in 2000 and "STARFISH" and "FLYING FISH" for Pulau Tioman, Malaysia with 30 ships per exercise. They were the contracted agent for the British Navy ships in Malaysia in 2001-2002. The parent company has many previous similar work projects including various military Navy ships and other commercial ships.

--- Planned Support: The parent company is totally committed to providing any required support for the contract.



(b)(4)



SOURCE SELECTION INFORMATION - SEE FAR 3.104

(b)(4)



SOURCE SELECTION INFORMATION - SEE FAR 3.104



(b)(4)



SOURCE SELECTION INFORMATION - SEE FAR 3.104

(b)(4)



SOURCE SELECTION INFORMATION - SEE FAR 3.104



# SECTION IV - PRICE/COST ANALYSIS

(b)(4)

## PRICE ANALYSIS SUMMARY

Table #1

	OFFEROR		
	(b)(4)	GLENN DEFENSE	(b)(4)
BASE YEAR		1,750,866	
OPTION YEAR 1		1,750,866	
OPTION YEAR 2		1,750,866	
OPTION YEAR 3		1,750,866	
OPTION YEAR 4		1,750,866	
TOTAL EXCLUDING PORT TARIFF		8,754,330	
TOTAL INCLUDING PORT TARIFF		11,831,230	
	Highest	2nd Highest	Lowest
Excluding Port Tariff	524% Higher	121% Higher	

\*\*Estimated Port Tariff Cost is \$615,380.00 yearly and \$3,076,900.00 for the five years (Base Year, Option Year 1, Option Year 2, Option Year 3 and Option Year 4).

SOURCE SELECTION INFORMATION - SEE FAR 3.104

A summary of prices as compared to current contract prices is listed below. Currently there are only contracts for selected ports in Brunei, Malaysia, and Indonesia. There are no contracts in East Timor.

SUMMARY OF OFFERORS PROPOSED PRICES WITH CURRENT CONTRACT PRICES FOR 9 LOTS  
Table #2

	CURRENT CONTRACT PRICE	(b)(4)	% DIFF	GLENN PROPOSED PRICE	% DIFF	(b)(4)	% DIFF
LOT A - MUARA	\$270,996.00		130%	\$243,250.00	-10%		-46%
LOT B - BALI	\$97,560.00		110%	\$120,525.00	24%		-25%
LOT C - JAKARTA	\$42,380.00		18%	\$29,616.00	-30%		-32%
LOT D - SURABAYA	\$29,960.00		58%	\$42,965.00	43%		-30%
LOT E - KOTA KINABALU	\$98,575.76		355%	\$80,750.00	-18%		-17%
LOT F - KUANTAN	\$99,250.00		608%	\$82,150.00	-17%		-37%
LOT G - LUMUT	\$18,380.00		653%	\$20,440.00	11%		72%
LOT H - PENANG	\$45,075.00		1114%	\$55,050.00	22%		33%
LOT J - PORT KLANG	\$52,875.00		920%	\$68,020.00	29%		46%
TOTAL OF 9 PORTS	\$755,051.76		337%	\$742,766.00	-2%		-23%

A line item comparison was performed for each proposal to determine if any items were excessively high and unbalanced. Prices were also checked to determine if an offeror was consistently pricing low volume items cheaper in order to lower their overall prices. No conditions like this were found for any of these situations. (b)(4)

(b)(4)

A narrative description of each offeror's price follows in rank order:

(b)(4)

- Glenn Defense Marine
  - 2<sup>nd</sup> Lowest Price, 121% higher than lowest offeror.
  - Narrative: Glenn Defense Marine submitted prices that are consistent with market prices. The prices reflect an understanding of current market conditions and the total price is 27% below the government estimate. Additionally their price is 2% lower than current contract price.



(b)(4)



SOURCE SELECTION INFORMATION - SEE FAR 3.104

## SECTION V - SUMMARY

### A. Summary of Evaluation

The chart below is a comparison of the non-price factors and prices for each offeror. They are listed in rank order from highest to lowest.

Table #3 Comparing Non-Price Factors and Price in rank order

Offeror	Overall Numeric Rating for Non Price Factors	Equivalent Adjectival Rating For Non Price Factors	Estimated Total for Base Year and Option Years I, II, III, & IV (US\$)	% Difference over Lowest Price Offer	% Difference from Govt Estimate, for Base & Option Years, US\$11,984,000.00
GLENN DEFENSE	4.55	Exceptional	8,754,330.00	121%	-27%
(b)(4)					

Summation of comparisons of both TEP and Price:

- Glenn Logistics
  - Ranked 1<sup>st</sup> Overall
  - Overall TEP Rating: 4.55 (Exceptional)
  - Price is 121% higher than lowest offeror, 2% less than current contract price and 27% less than government estimate

(b)(4)

### B. Award Recommendation:

The solicitation states that award will be made to the responsible offeror whose offer conforming to the solicitation, is determined to be the most advantageous to the U.S. Navy after considering Technical Capability, Past Performance, Corporate Experience and Price (Solicitation Section IX, paragraph 3(a).)



A comparison of the three offerors shows that Glenn Defense Marine's proposal is the most advantageous to the US Navy because of their overall best Technical Capability, Past Performance, Corporate Experience, and price (which is the second lowest). They are an established company in Singapore and have proven themselves capable. (b)(4)

(b)(4)

As detailed above, Glenn Defense Marine received the highest overall rating for non-price factors. They submitted the second lowest pricing for the Base Year, Option Year 1, Option Year 2, Option Year 3 and Option Year 4. Its prices are determined to be fair and reasonable in accordance with FAR 15.404-1(b)(2)(i), comparison of proposed prices received in response to the solicitation and FAR 15.404-1(b)(2)(v), comparison of proposed prices with independent government cost estimates.

Next, a price comparison of "same or similar items" (Attachment 3) was made on Glenn Defense Marine's proposed price with current contracted prices under Contract Nos. N68047-00-D-0005 (Indonesia), N68047-00-D-0010 (Brunei), N68047-02-D-0012 and N68047-02-D-0033 (Malaysia). The summary of comparison shows a reduction of \$12,285.00 (2%) per year.

In accordance with FAR 15.404-(b)(2)(ii), Glenn Defense Marine's price is determined to be fair and reasonable based on comparison with current contract prices for the same or similar items. Therefore, Glenn Defense Marine's proposal is determined to be the most advantageous to the Government.

#### **RATIONALE FOR PRICE TRADEOFFS**

In accordance with FAR 15.101-1, tradeoffs allows the Government to accept other than the lowest priced proposal. The decision to select Glenn Defense Marine is based on their having the highest Technical Capability to perform the work, their exceptional past performance record, and their extensive Corporate Experience. They have demonstrated they thoroughly know the scope of work and understanding the port visit process. They provide the highest quality performance to the Government. Glenn Defense Marine's prices are consistent with market conditions and in fact have been reduced from current contract prices. The lowest price offeror did not price FP items reasonably. The contracting officer has determined a price trade off for the contractor's greater capability to be in the government's best interest.

**Recommendation:**

Based on the information contained herein, it is recommended that award be made to GLENN DEFENSE MARINE (ASIA) PTE LTD as follows:

**Exclusive of Port Tariffs and other set rates:**

Base Year:	\$1,750,866.00
Option Year I	\$1,750,866.00
Option Year II	\$1,750,866.00
Option Year III	\$1,750,866.00
Option Year IV	\$1,750,866.00
Total	\$8,754,330.00

**Inclusive of Port Tariffs and other set rates:**

Base Year:	\$2,366,246.00
Option Year I	\$2,366,246.00
Option Year II	\$2,366,246.00
Option Year III	\$2,366,246.00
Option Year IV	\$2,366,246.00
Total	\$11,831,230.00

**SECTION VII - CONTRACTOR RESPONSIBILITY & COMPLIANCES**

**A. Responsibility:**

In accordance with FAR 9.104-1, GLENN DEFENSE MARINE (ASIA) PTE LTD is considered to be a responsible contractor based on the following:

It has adequate financial resources to perform the proposed contract, or the ability to obtain them.

It has demonstrated the ability to successfully meet contract performance requirements under previous and existing contracts with the U.S. Government.

It has satisfactory past performance records with the U.S. Navy and its other customers.

It has a satisfactory record of integrity and business ethics.

It has the necessary organization, experience, technical equipment and facilities to perform the proposed contract.

It is not debarred, suspended, or on the Current list of parties Excluded from Federal Procurement and Nonprocurement Programs as of 30 Sep 2003.

The Contracting Officer hereby determines Glenn Defense Marine (Asia) Pte Ltd is responsible.



**B. Compliances -**

(a)(1)	Determination and Findings (D&F) to exclude a source is inapplicable to this acquisition per FAR 6.202 and FAR Subpart 1.7 .
(a)(2)	Determination and Findings (D&F) for the Public Interest circumstances permitting Other Than Full and Open Competition per FAR 6.302-7 and FAR Subpart 1.7 is inapplicable to this acquisition.
(a)(3)	A justification for Other than Full and Open Competition is inapplicable to this acquisition per FAR 6.303.
(b)	Acquisition Plan (AP) requirements do not apply to this requirement per DFAR 207.103.
(c)	Synopsis of this acquisition is inapplicable to this requirement IAW FAR 5.202(a)(12).
(d)(1)	Certification of personal services is inapplicable to this acquisition. The services to be acquired are non-personal in nature and are exempt from certifications in accordance with FAR 37.103(b).
(d)(2)	Authority to contract out services is inapplicable to this acquisition.
(e)	Pre-Award Disclosure Statement -- Cost Accounting Practices and Certification is in applicable to this acquisition in accordance with FAR 30.201-3
(f)	Field Pricing Support was waived in accordance with DFARS 215.805-5.
(g)	Accounting Systems as determined by CAO/DCAA for those contractors in the competitive range are inapplicable per FAR 30.
(h)	Approved Purchasing Systems are not applicable to this acquisition per FAR 44.305.
(i)(1)	SF 1411, Contract Pricing Proposal Cover Sheet, is not required because adequate price competition was anticipated and received per FAR 15.804-3(b).
(i)(2)	SF 1411, Contract Pricing Cover Sheet, for major subcontract(s) is not required per FAR 15.806-2.
(i)(3)	Assist audits have not been requested or received.
(j)	Pre-contract costs are inapplicable to this acquisition.
(k)	An approved Make or Buy Plan is inapplicable to this acquisition per FAR 15.703.
(l)	EEO compliance is not applicable to this acquisition.
(m)	This clearance need not comply with the provisions of the latest edition of the DODINST 7640.2 series, dated 12 February 1988, since no audits were performed for this acquisition.
(n)	GSA Delegation of Procurement Authority (DPA) does not apply to this acquisition, which is not for ADP hardware or services.
(o)	ASN (FM) Approval/Authorization for ADP Acquisition is inapplicable to this acquisition, which is not for ADP equipment or services requiring such approval/authorization.
(p)	A facilities determination and findings (D&F) is inapplicable. Contractor will not permanently occupy any Government facility or possess any GFP.
(q)	No other applicable compliances.
(r)	Negotiation vs. Sealed Bidding: The requirements of FAR 6.401 have been satisfied in the Pre-Solicitation Plan, dated 24 JUL 03, by stating that negotiation is appropriate for this acquisition.

**SECTION VII – OTHER INFORMATION**

None

SOURCE SELECTION INFORMATION - SEE FAR 3.104



### **3. Post Award**

#### **A. Cover sheet of awarded contract**

- Reports requisition number as N68047-03-RC-SG020**
- Reports RFP number as N68047-03-R-0005**
- Reports contract number as N68047-04-D-0001**
- Award to Glenn Defense Marine (Asia) Pte. Ltd. Signed for GDMA by Leonard Glenn Francis**

**B. Post award emails from** (b)(6), (b)(7)(C)  
**now at Glenn Defense Marine (Asia) Pte. Ltd, to Navy contracting officers/specialists concerning N68047-04-D-0001**

**- Note particularly contract modification P00012, substantively changing the contract and issued as a bilateral modification.** (b)(6), (b)(7)(C)  
**signed on behalf of Glenn Defense Marine (Asia) Pte. Ltd.**



### **3A, Contract cover sheet**

9-10-03:18:13

# 1 / 1

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30			1. REQUESTION NUMBER N68047-03-RC-SG020	PAGE 1 OF 179
2. CONTRACT NO. N68047-04-D-0001	3. AWARD EFFECTIVE DATE 01 NOV 2003	4. ORDER NUMBER	5. SOLICITATION NUMBER N68047-03-R-0005	6. SOLICITATION ISSUE DATE 25 JUL 2003
7. FOR SOLICITATION INFORMATION CALL	A. NAME (b)(6), (b)(7)(C)	B. TELEPHONE NUMBER (No Collect Calls) (65) 6750-2648 (M. Minceyko) (65) 6750-2481 (P. Tay)	8. OFFER DUE DATE/ LOCAL TIME 25 AUG 2003 @ 1200 HRS SINGAPORE TIME	
9. ISSUED BY CONTRACTING DEPARTMENT U.S. NAVAL REGIONAL CONTRACTING CENTER PSA SEMBAWANG TERMINAL DEPTFORD ROAD, BUILDING 7-4 SINGAPORE, 759657 (b)(6), (b)(7)(C)		10. THIS ACQUISITION IS <input checked="" type="checkbox"/> UNRESTRICTED <input type="checkbox"/> SET-ASIDE: N FOR <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> SUBZONE SMALL BUSINESS <input type="checkbox"/> (A) NAICS: SPR STANDARD:	11. DELIVERY FOR PORT DESTINATION UNLESS BLOCK IS MARKED <input type="checkbox"/> SEE SCHEDULE <input type="checkbox"/> 13a. THIS CONTRACT IS A RATED ORDER UNDER DFAS (15 CFR 700)	12. DISCOUNT TERMS STATE DISCOUNT TERMS OR "NO DISCOUNT"
13. DELIVER TO WILL BE CITED ON INDIVIDUAL TASK OR DELIVERY ORDER		14. ADMINISTERED BY SAME AS BLOCK 9	15. RATING 16. METHOD OF SOLICITATION <input type="checkbox"/> RFP <input type="checkbox"/> IFB <input checked="" type="checkbox"/> RFP	
17. CONTRACTOR/ OFFEROR GLENN DEFENSE MARINE (ASIA) PTE LTD 404 TELOK BLANGAH ROAD SINGAPORE 098840 TELEPHONE NO. <input type="checkbox"/> 17a. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER		18. PAYMENT WILL BE MADE BY AS SHOWN ON INDIVIDUAL TASK OR DELIVERY ORDERS.		
19. ITEM NO.		20. SCHEDULE OF SUPPLIES/SERVICES	21. QUANTITY	22. UNIT
		HUSBANDING SERVICES FOR SHIPS VISITING: MUARA - BRUNEI; BALI, JAKARTA AND SURABAYA - INDONESIA; KOTA KINABALU, KUANTAN, LUMUT, PENANG AND PORT KLANG - MALAYSIA; ALL PORTS OF EAST TIMOR FOR PURPOSES OF AWARD, OFFERORS REPRESENTATIONS AND CERTIFICATIONS HAVE BEEN REMOVED. (Use Reverse and/or Attach Additional Sheet as Necessary)		
				23. UNIT PRICE EXCLUDING PORT TARIFF INCLUDING PORT TARIFF
				24. AMOUNT ESTIMATED \$1,750,866.00 ESTIMATED \$2,366,246.00
25. ACCOUNTING AND APPROPRIATION DATA TO BE PROVIDED ON INDIVIDUAL TASK OR DELIVERY ORDERS		26. TOTAL AWARD AMOUNT (For Grant Use Only) ESTIMATED BASE YEAR INCLUDING PORT TARIFF - \$2,366,246.00		
<input type="checkbox"/> 27a. SOLICITATIONS INCORPORATE BY REFERENCE FAR 52.312-1, 52.312-4, FAR 52.312-5 AND 52.212-5 ARE ATTACHED. ADDENDUM <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED.		<input checked="" type="checkbox"/> 27b. CONTRACTS/PURCHASE ORDERS INCORPORATE BY REFERENCE FAR 52.312-4, FAR 52.212-5 IS ATTACHED. ADDENDUM <input checked="" type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED.		
<input checked="" type="checkbox"/> 28. CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN COPIES TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH OR OTHERWISE IDENTIFIED ABOVE AND ON ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED HEREIN.		<input type="checkbox"/> 29. AWARD OF CONTRACT. REP. GLENN DEFENSE MARINE OFFER DATED 25 AUG 2003. YOUR OFFER ON SOLICITATION (BLOCK 5), INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED.		
30a. NAME AND TITLE OF SIGNER (TYPE OR PRINT) LEONARD GLENN FRANCIS MANAGING DIRECTOR		30b. DATE SIGNED 9-10-03	30c. NAME OF CONTRACTING OFFICER (b)(6), (b)(7)(C)	
AUTHORIZED FOR LOCAL REPRODUCTION PREVIOUS EDITION IS NOT USABLE		STANDARD FORM 1449 (REV. 4/200) Prescribed by GSA - FAR (48 CFR) 33.2		



**3B, Emails and other documents from (b)(6), (b)(7)(C)**  
**to Navy contracting officers/specialists concerning**  
**N68047-04-D-0001**

(b)(6), (b)(7)(C)

**FORNATL-SN (FISC)**

---

**From:** (b)(6), (b)(7)(C) [redacted]@glennmarinegroup.com]  
**Sent:** Tuesday, August 29, 2006 5:22 PM  
**To:** (b)(6), (b)(7)(C) [redacted]  
**Cc:** 'LEONARD GLENN FRANCIS'; (b)(6), (b)(7)(C) [redacted]  
**Subject:** RE: Contract No. N68047-04-D-0001, HS BIMET, Notice of Intent

(b)(6),  
(b)(7)(C)

Thank you for the notice of intent.

v/r

(b)(6),  
(b)(7)(C)

---

**From:** (b)(6), (b)(7)(C) [redacted]  
**Sent:** Tuesday, August 29, 2006 3:09 PM  
**To:** (b)(6), (b)(7)(C) [redacted]  
**Cc:** LEONARD GLENN FRANCIS; (b)(6), (b)(7)(C) [redacted]  
**Subject:** Contract No. N68047-04-D-0001, HS BIMET, Notice of Intent

Dear (b)(6), (b)(7)(C) [redacted]

Pursuant to Contract N68047-04-D-0001, Section VII, Clause (I) "OPTION TO EXTEND THE TERM OF THE CONTRACT (MAR 2000) (FAR 52.217-9)", we hereby provide your company with preliminary notice of the U.S. Government's intent to exercise OPTION YEAR 3, 1 Nov 2006 through 31 Oct 2007, of the contract.

This notice shall not be construed as a contract extension or the Government's commitment to the renewal. Actual exercising of the noted option shall be accomplished by issuance of a formal contract modification.

Regards

(b)(6), (b)(7)(C)

10/11/2006

000074



(b)(6), (b)(7)(C)

---

**From:** (b)(6), (b)(7)(C) [redacted]@glennmarinegroup.com]  
**Sent:** Tuesday, October 10, 2006 3:37 PM  
**To:** (b)(6), (b)(7)(C) [redacted] 'LEONARD G FRANCIS'  
**Subject:** RE: HS BIMET contract No. N68047-04-D-0001

Thank you (b)(6), (b)(7)(C) [redacted]. We acknowledge receipt of the email and attachment.

V/r,

(b)(6), (b)(7)(C) [redacted]

---

**From:** (b)(6), (b)(7)(C) [redacted]@fe.navy.mil]  
**Sent:** Tuesday, October 10, 2006 3:27 PM  
**To:** LEONARD G FRANCIS  
**Cc:** (b)(6), (b)(7)(C) [redacted]  
**Subject:** HS BIMET contract No. N68047-04-D-0001

Leonard

FISC Det Singapore is pleased to inform you that we have exercised Option Year III of subject contract for Brunel, Indonesia, Malaysia, East Timor (Timor Leste). The attached file, Modification P00009 is for your information and retention.

The performance period is 1 Nov 2006 through 31 Oct 2007.

Kindly acknowledge receipt of this email and attachment.

V/

(b)(6), (b)(7)(C) [redacted]

(b)(6), (b)(7)(C) [redacted]

10/11/2006

000075

(b)(6), (b)(7)(C)

**From:** (b)(6), (b)(7)(C)  
**Sent:** Tuesday, October 31, 2006 12:55 PM  
**To:** (b)(6), (b)(7)(C)  
**Subject:** BIMET Mod  
**Attachments:** P00010.pdf

(b)(6), (b)(7)(C)

The signed P00010 to subject contract is attached for your information and retention.

vr

(b)(6), (b)(7)(C)

**From:** (b)(6), (b)(7)(C) [glennmarinegroup.com]  
**Sent:** Monday, October 30, 2006 4:40 PM  
**To:** (b)(6), (b)(7)(C)  
**Subject:** RE: HS Tonga & BIMET Mods

(b)(6), (b)(7)(C)

Pls see attached signed modifications. Thanks.

v/r

(b)(6), (b)(7)(C)

**From:** (b)(6), (b)(7)(C) [glennmarinegroup.com]  
**Sent:** Monday, October 30, 2006 2:57 PM  
**To:** (b)(6), (b)(7)(C)  
**Subject:** RE: HS Tonga

Senora-

By the way, will try to have both your mods returned soonest. Thanks.

v/r

(b)(6), (b)(7)(C)

**From:** (b)(6), (b)(7)(C)  
**Sent:** Monday, October 30, 2006 1:57 PM  
**To:** leonard@glennmarinegroup.com  
**Cc:** (b)(6), (b)(7)(C)  
**Subject:** HS Tonga

Leonard

10/31/2006

000076



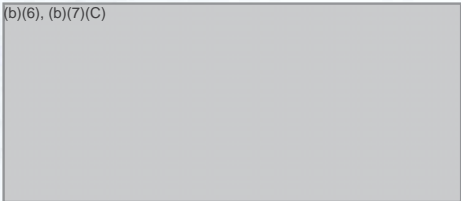
Attached P00002 modification comprises the changes in language for fenders, estimated CRAFT and invoicing for all husbanding contracts. These changes are highlighted yellow for quick reference.

Kindly complete Block 15 of the SF 30 and return the completed form to this office. We have not yet received the modification No. P00010 for HS BIMET in my email of 25 Oct 06. Appreciate your prompt action in completion of that modification too as we would like to accomplish signatures of all documents for files.

Thank you.

vr

(b)(6), (b)(7)(C)



10/31/2006

000077

1013/07

<b>AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT</b>				1. CONTRACT ID CODE	PAGE OF PAGES 1 1
2. AMENDMENT/MODIFICATION NO. P00012		3. EFFECTIVE DATE See Block 16c.	4. REQUISITION/PURCHASE REQ. NO. FISC Det SG Discussion on 18/11/07	5. PROJECT NO. (if applicable)	
6. ISSUED BY U.S. Naval Regional Contracting Center PSA Sembawang Terminal, Bldg 7-4 Deftford Road, Singapore 759857 Contract Specialist (b)(6), (b)(7)(C) Tel: (b)(6), (b)(7)(C) E-mail: (b)(6), (b)(7)(C)		CODE N88047	7. ADMINISTERED BY (if other than item 6) CODE		
8. NAME AND ADDRESS OF CONTRACTOR (no, street, county, state, and ZIP Code) Glenn Defense Marine (Asia) Pte Ltd 404 Telok Blangah Road Singapore 098840 POC: Leonard Francis Tel: (65) 6272-7937; Fax: (65) 62729481 E-mail: leonard@glennmarinegroup.com			9A. AMENDMENT OF SOLICITATION NO. 9B. DATED (SEE ITEM 11) 10A. MODIFICATION OF CONTRACT/ORDER NO. X N68047-04-D-0001 10B. DATED (SEE ITEM 13) 01 Nov 2003		
CODE		FACILITY CODE			

## 11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

- ☐ The above numbered solicitation is amended as set forth in item 14. The hour and date specified for receipt of Offers ☐ is extended, ☐ is not extended.
- Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:
- (a) By completing items 8 and 15, and returning \_\_\_\_\_ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter of telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGEMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA (if required)  
NOT APPLICABLE13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS.  
IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

( )	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:
X	D. OTHER (Specify type of modification and authority) Mutual agreement

E. IMPORTANT: Contractor ☐ is not, ☒ is required to sign this document and return 1 copies to the issuing office.

## 14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCP section headings, including solicitation/contract subject matter where feasible)

## 1. This modification is issued to make the following changes:

- incorporating new paragraph for 1.3.3. Pre-Sailing Visit and the arranging of Fresh Fruits and Vegetables (FF&V) deliveries language under Section V - Statement Of Work (SOW), Task 1. Management Services (CLINs XX01 and XX02) 1.1 Pre-Arrival Husbanding Duties
- incorporating the Quality Assurance Provisions guidelines (Attachment 11) and a sample letter requesting sanitary inspection (Attachment 12) under Section VI - List of Attachments.
- NRCC to FISC Detachment Singapore except for disbursing officer, NRCC.

The revised language under the SOW and the List of Attachments is highlighted in yellow.

- Remove Sections V and VI in entirety and replace them with the revised Sections V and VI that includes the FF&V language.
- There is no change in the price as a result of this modification.

## 4. All other terms and conditions remain unchanged.

Except as provided herein, all terms and conditions of the document referenced in item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

## 15A. NAME AND TITLE OF SIGNER (Type or print)

(b)(6), (b)(7)(C)

## 16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)

(b)(6), (b)(7)(C)

16B. UN

16C. DATE SIGNED

12 Mar 2007

10 FROM 36 (REV. 10-83)

by GSA

FAR (48 CFR) 53.243

PREVIOUS EDITION UNUSABLE



(b)(6), (b)(7)(C)

**From:** (b)(6), (b)(7)(C) @glennmarinegroup.com]  
**Sent:** Thursday, October 02, 2008 11:25 AM  
**To:** (b)(6), (b)(7)(C)  
**Cc:** Leonard G.  
**Subject:** RE: MODIFICATION P00016 TO CONTRACT N68047-04-D-0001, HS BIMET

Hi (b)(6),  
(b)(7)(C)

Thanks. Receipt acknowledged.

v/r,

(b)(6), (b)(7)(C)

(b)(6), (b)(7)(C)

-----Original Message-----

**From:** (b)(6), (b)(7)(C)  
**Sent:** Thursday, October 02, 2008 11:11 AM  
**To:** (b)(6), (b)(7)(C)  
**Cc:**  
**Subject:** MODIFICATION P00016 TO CONTRACT N68047-04-D-0001, HS BIMET

Good Morning (b)(6), (b)(7)(C)

The attached is modification P00016 extending services to Contract N68047-04-D-0001, Husbanding Services BIMET from 01 Nov 08 to 30 Apr 09.

Kindly acknowledge of this email. Thank you.

Regards,

(b)(6), (b)(7)(C)